

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JANUARY 9, 1930

1880 GOLDEN JUBILEE 1930

OF THE WORLD'S PIONEER IN LIABILITY INSURANCE



FIFTY YEARS AGO

Not only were there no automobiles, no radios, no movies . . . there was no liability insurance, fifty years ago. That the need for such insurance was there, was evident. The passage of the famous Employers' Liability Act, by the British Parliament, brought to the attention of thinking men the need for employers' liability insurance. Shortly after this act was passed, The Employers' Liability Assurance Corporation, Ltd., was founded. By the founders of The Employers' Liability Assurance Corporation, Ltd., was laid the cornerstone for the massive structure of liability insurance, which today involves millions of dollars, and to which thousands of men devote their thought and energy.

TODAY

Today, The Employers' Liability Assurance Corporation, Ltd., together with its subsidiary companies, the American Employers' Insurance Company and The Employers' Fire Insurance Company, writes, in the United States, practically every kind of insurance except life, including fidelity and surety bonds. Today's records show that during the past fifty years The Employers' Liability has paid out millions of dollars to satisfy claims of or against its assureds. Its hundreds of thousands of policyholders, its thousands of agents, have come to know the meaning of "The Service that Satisfies." We take a pardonable pride in our fifty-year record of service to the general public and to the American Agency System. Although we take off our hats to the past, we take off our coats to the future.

THE EMPLOYERS' GROUP

Practically every kind of Insurance except Life Insurance, including Fidelity and Surety Bonds

110 MILK STREET

AMERICAN EMPLOYERS'
INSURANCE COMPANY



BOSTON, MASS.

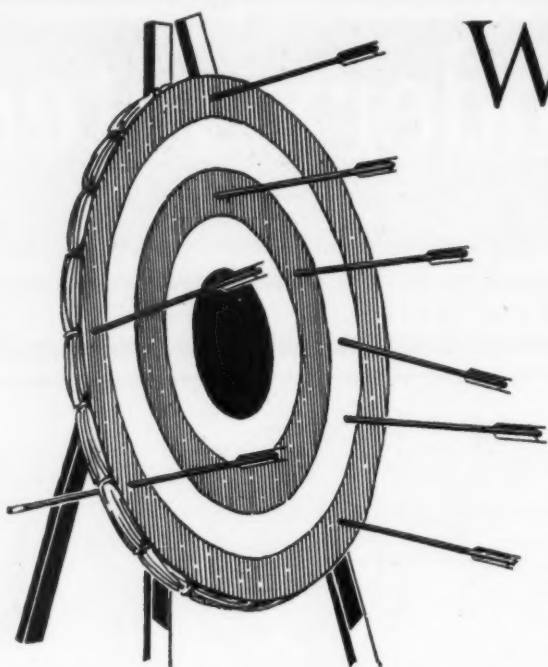
THE EMPLOYERS'
FIRE INSURANCE COMPANY

THE EMPLOYERS' LIABILITY ASSURANCE CORPORATION, LTD.



1880 GOLDEN JUBILEE 1930

OF THE WORLD'S PIONEER IN LIABILITY INSURANCE



WHICH?

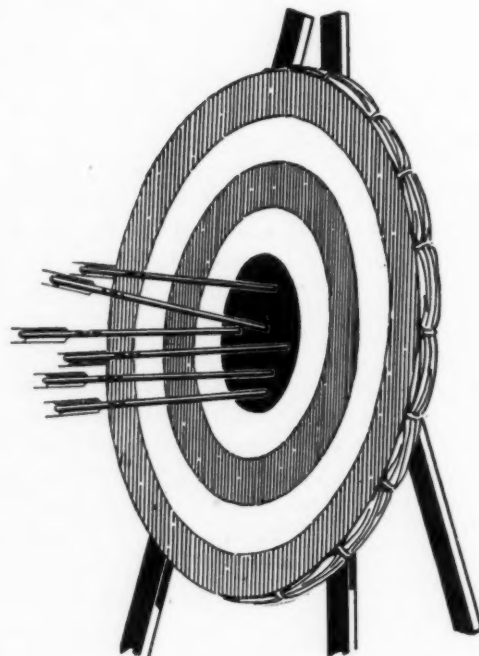
Five or six carefully aimed shots which hit the bull's eye are more effective than a scattered flight of arrows all over the target. The publicity department of the Ætna Fire Group, in planning advertising for the agents of the three companies, aims to hit the bull's eye.

THIS

or

THIS

Sales letters and advertising messages are designed for individual agents. Merely answering a request for help with a mass of cut and dried general material, aimed, hit or miss, at no one in particular, is not the Ætna Fire Group way of doing business — never will be.



ÆTNA INSURANCE COMPANY
THE WORLD FIRE AND MARINE INSURANCE CO.
THE CENTURY INDEMNITY COMPANY
 HARTFORD, CONNECTICUT

One of a series of advertisements telling the story of Ætna Fire Group service to agents

COMPLETE FACILITIES

AMERICAN EQUITABLE ASSURANCE
COMPANY OF NEW YORK
Capital, \$2,000,000.00

BRONX FIRE INSURANCE COMPANY
OF THE CITY OF NEW YORK
Capital, \$1,000,000.00

BROOKLYN FIRE INSURANCE COMPANY
Capital, \$1,000,000.00

GLOBE INSURANCE COMPANY
OF AMERICA
Pittsburgh, Pa.
(Incorporated 1862)
Capital, \$1,000,000.00

INDEPENDENCE FIRE INSURANCE
COMPANY
Philadelphia, Pa.
Capital, \$1,000,000.00

INDEPENDENCE INDEMNITY COMPANY
Philadelphia, Pa.
Capital, \$1,250,000.00

JEFFERSON FIRE INSURANCE CO.
Newark, N. J.
Capital, \$400,000.00

KNICKERBOCKER INSURANCE COMPANY
OF NEW YORK
Capital, \$1,000,000.00

LIBERTY BELL INSURANCE COMPANY
Capital, \$1,000,000.00

MERCHANTS AND MANUFACTURERS
FIRE INSURANCE COMPANY
Newark, N. J.
(Chartered 1849)
Capital, \$1,000,000.00

NEW YORK FIRE INSURANCE COMPANY
(Incorporated 1832)
Capital, \$1,000,000.00

REPUBLIC FIRE INSURANCE COMPANY
OF AMERICA
Pittsburgh, Pa.
(Incorporated 1871)
Capital \$1,000,000.00

SYLVANIA INSURANCE COMPANY
Philadelphia, Pa.
Capital, \$1,500,000.00

CORROON & REYNOLDS Companies have complete facilities for writing all classes of insurance, excepting life. Moreover, they are noted for their progressive spirit in meeting the increasing demands made upon insurance by modern business, for their financial strength, and for their prompt and fair service to policyholders suffering losses.

These companies also maintain with their agents and brokers an unusual spirit of friendliness and cooperation. This means that producers are dealing with a progressive organization that is striving to attain the ideal combination in helping them to solve their problems and meet their requirements.

Thus delays are reduced to a minimum and service to policyholders is speeded up. This is an important consideration to producers in the following classes of business all of which we write:

FIRE

AUTOMOBILE

EXPLOSION

RIOT

CIVIL COMMOTION

TORNADO AND WINDSTORM

AIRCRAFT

ALL AVIATION RISKS

SPRINKLER LEAKAGE

USE AND OCCUPANCY

PROFITS

LEASEHOLD

INLAND MARINE

"ALL RISKS" AND

MERCHANDISE FLOATERS

PLATE GLASS AND

ALL CASUALTY AND

BONDING LINES

CORROON & REYNOLDS

INCORPORATED

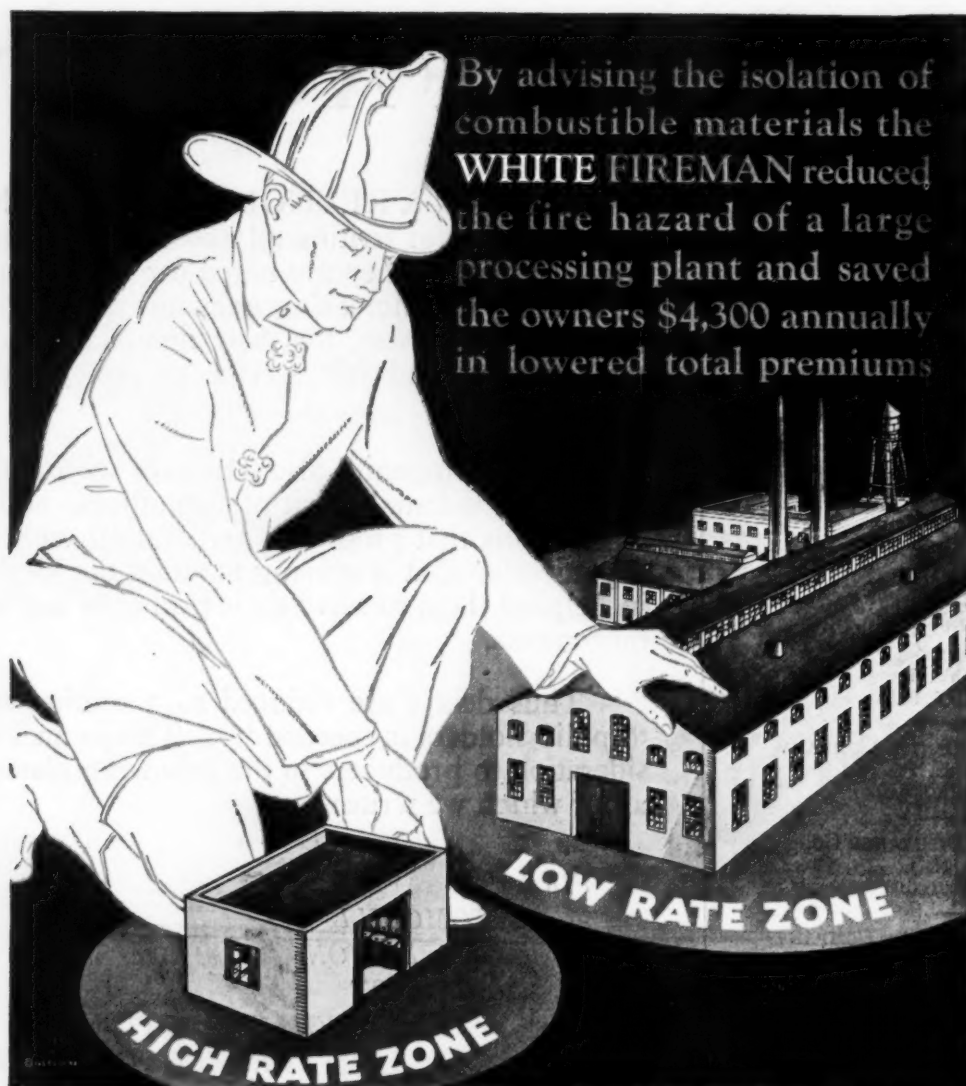
INSURANCE UNDERWRITERS

Manager

92 WILLIAM STREET

NEW YORK

Complete facilities for writing all classes of insurance, excepting life



THE WHITE FIREMAN is used in this advertising to symbolize loss-prevention engineering service—a nation-wide service, supported by insurance companies, having for its purpose the reduction of loss-hazards. Its work comprises consultation on proposed structures, inspection of property, testing of materials and equipment, and many other kinds of technical assistance. This service may be secured through responsible insurance agents or brokers. Ask your North America Agent.

North America Agents are listed locally in all the Bell Classified Telephone Directories under "INSURANCE CO. OF NORTH AMERICA"



The Insurance Company of North America

PHILADELPHIA

The Oldest American Fire and Marine Insurance Company—Founded 1792
and its affiliated companies write practically every form of insurance except life

[Above is reproduced, in reduced size and without its original color, the full page, red-black-and-white North America advertisement appearing in *The Saturday Evening Post*, Jan. 25; *Literary Digest*, Jan. 25; *The Business Week*, Jan. 22; *Time*, Jan. 27.]

Even the most "hard-headed" business man is bound to be impressed by such an example of the White Fireman's co-operation as that shown above.

No plant owner or manager wants the progress of his business interrupted by a disastrous fire; neither does he want to pay out more money for insurance premiums than is necessary.

Therefore, the accomplishment of the White Fireman graphically illustrated above commends itself to those interested in industrial properties, because of the simple, logical method by which the fire hazard was reduced, and because of the immediate, tangible results produced in the lowering of premiums by that method.

Thus this advertising of the fire-prevention service supported by insurance companies, and symbolized by the White Fireman, is opening many a door for the responsible agent—and especially for the North America agent.

The National Underwriter

Thirty-Fourth Year No. 2

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JANUARY 9, 1930

\$4.00 Per Year, 20 Cents a Copy

Agents Watch Western Field

Separation Will Bring About Many Changes in the Ranks

MUCH INTEREST TAKEN

Nonaffiliated Companies Will Be Active in Bringing Up Reserves to Defend Their Citadel

With the new lineup in the central western territory whereby the Western Underwriters Association secures as members all the companies that belonged to the Western Union, 33 Western Insurance Bureau companies and two non-affiliateds, the fight for supremacy will be notable for some time to come. The Bureau companies that will enter the Western Underwriters Association will have to clear their agencies before old time Union companies can enter. This process of lining up such agencies has been begun. In a number of cases some of these agencies have represented Union companies in the past but when separation was invoked a few years ago they may have gone Bureau.

Can Return to Old Friends

Now an opportunity is at hand for the Union companies to reenter such offices. When an agency signifies its intention of resigning its Bureau and outside companies, that opens the way for Union companies to enter. There must, however, be some official expression from the local agent. The new numbers of the association can now enter Union agencies without further ado. A number of field men of Union companies are active in assisting their Bureau associates in endeavoring to bring about separation.

Nonaffiliated Men Active

The non-Union companies are quite active endeavoring to hold their agents in line. A conference of nonaffiliated field men was held in Chicago Saturday, at which the situation was discussed and plans for field cooperation were mapped out. The leading nonaffiliated forces are the Corroon & Reynolds office; Public Fire of Newark; Meserole group; Importers & Exporters group; Stuyvesant group.

Firemen's Is the Leader

In the Bureau the Firemen's naturally is the great leader, and on its decision will rest the future of the organization. The committee of retiring Bureau managers met a Bureau committee in Chicago Tuesday to talk over terms and conditions of withdrawal. The withdrawal committee consisted of Fred M. Gund, B. L. Hewett, Charles N. Gorham and W. D. Williams. These men have signed the articles of agreement so that they are now members of the Western Underwriters Association. The

Ernest B. Boyd Is Dead After Successful Career

WAS AN ABLE UNDERWRITER

Had Charge of the Insurance Operations of the Yorkshire Groups in This Country

NEW YORK, Jan. 8.—Ernest B. Boyd, managing underwriter in the United States of the Yorkshire and London & Provincial of England, president of the Yorkshire Indemnity and of the Seaboard Fire & Marine, a director of the Lincoln Fire and a member of the brokerage firm of Frank & Du Bois, died at his home here this week. While he had been ill his demise was unlooked for, his condition having shown decided improvement within the past ten days.

A native of Kentucky, Mr. Boyd's first underwriting experience was with the southern department of the Queen, under the late S. Y. Tuper. Subsequently he became assistant United States manager of the Lancashire, removing from Atlanta to New York City.

Goes With Frank & DuBois

On the reinsurance of that company in the Royal Mr. Boyd became a partner in the important brokerage firm of Frank & Du Bois, a connection subsequently maintained. He assumed the underwriting management of the Yorkshire on its admission to this country in 1910, the London & Provincial entering his office as well 10 years later.

While an able general underwriter, Mr. Boyd had a special knowledge of railway insurance, and long served as a director of the Railway Insurance Association. A man of high character, he enjoyed the friendship of some of the foremost figures in underwriting circles, and was esteemed by the home office executives of his companies. He is survived by a son and a married daughter. Mrs. Boyd died in 1926. Funeral services will be held at the home, 390 West End avenue, this city, on the morning of Jan. 9.

Western Underwriters is gathering together the signed articles of agreement of the old members of the Union and the recent entrants.

The retirement of the Bureau members is involved in some difficulty, because the Western Insurance Bureau conducts the Western Sprinklered Risk Association, the reinsurance pool and the Underwriters Adjusting Company. It has obligated itself for office space and other expenses. Just how far the outgoing members can be held responsible remains to be seen. They, however, have stated that their retirement will be done in an amicable way and through decent procedure.

Felt Some Embarrassment

The Western Insurance Bureau has been somewhat embarrassed therefore in any statement or line of defense it might make, because the withdrawing members have to give 60 days' notice of their retirement. Therefore, the Western Insurance Bureau is still composed of two different classes, the ones that would

Western Bureau Calls Off Special Meeting

IMPORTANT CONFERENCE ON

Number of Members in Chicago This Week to Consider Future of Organization

The special meeting of the Western Insurance Bureau that was called for next Saturday at Washington, D. C., will not be held, but a later conference will be called when issues now before the organization are better crystallized. This week in Chicago a committee of withdrawing members consisting of F. M. Gund, Crum & Forster; W. D. Williams, Security; B. L. Hewett, Boston, and C. N. Gorham met with Bureau members to decide on the terms of retirement. The Western Insurance Bureau has incurred obligations and operates the Western Sprinklered Risk Association and Underwriters Adjusting Company. It has considerable office force and the three organizations have term leases in the Insurance Exchange. If the activities are curtailed to any great extent, it will mean a burden on those that remain.

President Bassett on Hand

President Neal Bassett and Vice-President Wells T. Bassett of the Firemen's were on to attend the meeting. President Ralph Rawlings presided. There will be a further conference with the withdrawing members. A number of Bureau company officials attended a special conference to talk over future Bureau plans and to discuss whether it will be advisable to make any change in the commission schedule in view of the amendment that the Western Underwriters Association has made in the old Western Union scale.

Committee Had Meeting

The Western Insurance Bureau committee that met with the retiring members consisted of Benjamin Auerbach; W. E. McCulloch, Hampton Roads F. & M.; H. A. Clark, Firemen's, and Ralph Rawlings, Monarch Fire. The main talk centered about the continuance of the Underwriters Adjusting Company. It was decided to maintain this organization as all feel that it has done excellent work. The stock, however, will be changed so that it will not be a Western Insurance Bureau organization but will be independent. The withdrawing members will retain their membership in the Western Insurance Bureau until the expiration of the 60 days which is allowed under the rules. This will give time for all adjustments to be finally made. Another meeting will be held Monday to talk over the obligations assumed and the disposition of the present Western Insurance Bureau and Western Sprinklered Risk Association office space.

stick to the organization and those that were retiring.

The Western Insurance Bureau did, however, send out a letter to all Bureau agents signed by Ralph Rawlings, president, and H. A. Clark, chairman of the

(CONTINUED ON PAGE 34)

Advantage Seen In Uniform Plan

Closer Coordination of Sectional Bodies Will Be Brought About

NEED MORE UNIFORMITY

Many Features of Common Interest Can Well Be Considered in All-Country Program

By GEORGE A. WATSON

NEW YORK, Jan. 8.—While the cordial support given the plan of the committee of 13 for the reorganization of the National Automobile Underwriters Conference, induced the hope by many executives that a like association with nation-wide jurisdiction would be formed for the government of the fire line, such is not the thought of those who have given special study to the subject. Rather is it their suggestion that the present great sectional organizations continue to function each in its special field. The whole, however, can coordinate in matters of common interest, primarily as to rates, commissions and policy forms, through the direction of a centralized committee, made up of officials and of managers from each of the divisional bodies.

Would Have Uniformity

Through the operation of such policy, it is contended, the clashing of interest between separate associations would be eliminated and a degree of uniformity in general field policy obtained which would be decidedly beneficial to all concerned. The trend of the day in all lines of important activity is markedly toward cooperation, and away from individualism and sectionalism. Uniformity of practice, so far as it may be obtained with due regard for the particular conditions that exist in each organization jurisdiction, which must be taken into account, would not only make for greater certainty in the writing of business, but would tend to decrease the cost of operating. It would improve the standing of the companies with the insuring public. The assured is often puzzled over the contradictory requirements of the different bodies with which they come into contact.

Would Be Brought Into Harmony

Companies favoring a given method of conducting business could be brought into harmony one with another the country over, and the anomalous condition of their favoring one line of procedure in a particular field and perhaps the exact reverse elsewhere would not obtain.

There is no immediate thought of forcing a lineup of the companies the country over at this time, but that it will come eventually, and at no distant

(CONTINUED ON PAGE 34)

Modest Profit Expected on 1929 Automobile Lines

NEW YORK, Jan. 8.—In the absence of official returns it is impossible now to state definitely what experience stock companies had as a whole upon automobile business last year. Some weeks must elapse before authoritative figures become available.

Report, however, indicates that the aggregate premium income for 1929 will show a decrease of approximately 10 percent, a result attributable to premium reductions throughout most of the country, rather than to any shrinkage in volume of business written. On an over all basis the business promises a modest profit. The collision feature, as usual, yields a loss, more than overcome, however, by gain from fire, theft and property damage covers.

Commissions for Clear Agencies in Central West

The schedule of commissions of the Western Underwriters Association operating in Western Union territory for clear agencies is as follows:

Twenty-five percent:

On tornado and windstorm business.* On dwelling-houses (including flat buildings) and their contents and on private barns and contents in connection therewith.

On farm property (except tobacco, hay and cotton when written specifically for one year or less).

On churches, schools (including manual training), colleges, hospitals including sanitariums.

On homes for the aged, children's homes, strictly charitable institutions and contents.

On buildings owned and occupied exclusively by Y. M. C. A. and contents insured therewith.

On all risks supported by public taxation (including jails), excepting penal and reformatory institutions, fair ground property and excepting risks where power is used (other than pumping and lighting stations).

On contents of above buildings not otherwise excepted.

Definition of Public Building.—A public building is defined as a building either built, purchased or maintained at the expense of taxpayers, whether belonging to a township, school district, city, municipality, county or state, but does not include city, town or suburban, electric, cable or animal power railroad property.

Note.—Commissions allowable upon contents owned by a tax imposing body, but contained in a rented building of miscellaneous occupancy, is limited to 15 percent.

On mercantile buildings (not contents).

N. B.—Warehouse buildings are not "stores" and only come under mercantile class when used in connection with a "store" occupied for sale of merchandise.

Definition of Mercantile Building.—Mercantile buildings are defined to be such as are occupied for stores exclusively, or mercantile warehouses used exclusively in connection therewith (provided such warehouses are not occupied for purposes more hazardous than those for which the store building is occupied), or for stores, and, in addition thereto, for either or all of the following purposes, viz., for office—for public halls—or for dwellings;

Provided, however, that where five or more persons are employed in any specially hazardous or manufacturing pursuit incident to the occupancies specifically named or otherwise, on such building or buildings the commission allowable shall be 15 percent.

On fireproof, solid brick, stone and solid concrete or burnt clay hollow tile office, club (city) or lodge buildings,

What the new year has in store for the automobile writing offices will be contingent in large measure upon the rapidity with which the reorganized National Automobile Underwriters Conference begins functioning. Should it get under way within a short period and its operations prove nearly as effective as it is generally anticipated they will, the automobile line should show marked improvement from now on.

Under the new program, the cooperation of companies which wrote 85 percent of stock premiums in 1928 will have been secured, thus insuring a measure of rate stability and uniformity in field practice hitherto woefully lacking. This condition decidedly hampered most of the offices throughout 1929.

armories not owned by the public, and gymnasiums, including contents appropriate to such occupancies, but not including store furniture and fixtures or stocks of merchandise.

On fireproof, solid brick, stone and solid concrete or burnt clay hollow tile telephone exchange buildings and including contents where occupancy is exclusive, and on public hall buildings, theaters and opera houses.

On fire-resistive and/or solid brick, stone, and solid concrete or burnt clay hollow tile hotel buildings and public garage buildings of similar construction.

Fifteen percent:

Fifteen percent commission on all stocks of merchandise and on all other classes not included in above.

Note.—Gasoline Filling Stations are to be classed as special hazards and are entitled to but 15 percent commission.

*Note.—In view of the hazard involved, the commission on combined windstorm and hail insurance on greenhouses is limited to 15 percent.

Miscellaneous:

Upon all buildings in course of construction such commissions may be allowed as the rules would permit were the buildings completed and occupied.

The commission for use and occupancy, rent and leasehold value insurance shall be the same as permissible for property damage insurance on the building.

The commission for profits insurance shall be the same as that permissible for property damage insurance on the stock.

CONDENSED NEWS OF WEEK

Considerable missionary work is being done in the central west territory getting Western Insurance Bureau and mixed agencies clear. **Page 3**

Greater uniformity may be brought about in the fire insurance field to closer coordination of the various sectional jurisdictions. **Page 3**

Special meeting of Western Insurance Bureau to have been held Saturday, is recalled. **Page 3**

Ernest B. Boyd of New York, managing underwriting of the Yorkshire and London & Provincial in this country, is dead. **Page 3**

National Board issues statement on the effect of the reduction in man power in the Chicago fire department. **Page 8**

Missouri will require more data before passing on the petition of companies for 16% rate increase. **Page 5**

Foreign competitors, cut-rate tactics and organized crime leave marine loss situation acute. **Page 4**

C. W. Ohlsen of Chicago, assistant superintendent of the western department of the Sun, has been appointed assistant manager. **Page 6**

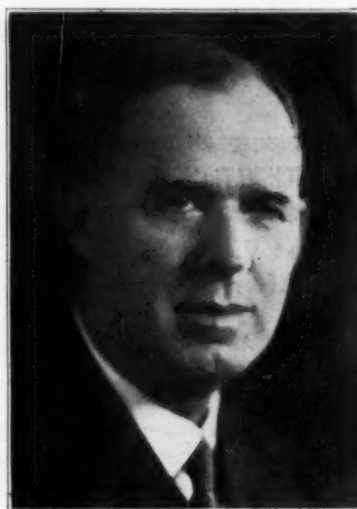
Program for Indiana Insurance Day announced. **Page 5**

New York Association gathers in Hotel Astor Jan. 10. **Page 5**

Standing committees of the Western Underwriters Association are appointed. **Page 6**

North Star has been sold to the General Alliance. **Page 15**

Made President



WADE FETZER, Chicago

Wade Fetzner, president of W. A. Alexander & Co. of Chicago, well known general agents representing all classes of insurance, who for many years have been general agents of the Fidelity & Casualty, was elected president of that company this week.

lowed as the rules would permit were the buildings completed and occupied.

The commission for use and occupancy, rent and leasehold value insurance shall be the same as permissible for property damage insurance on the building.

The commission for profits insurance shall be the same as that permissible for property damage insurance on the stock.

Fire Chief Walter Finklein of Belleville, Ill., reports that fire losses for 1929 were \$39,530 compared with \$210,040 in 1928. During the year the department answered 262 calls including five from out of town.

Fred J. Cox, former president of the National Association of Insurance Agents, becomes president of Boynton Bros. & Co. at Perth Amboy, N. J. **Page 8**

The effort to put the Texas Audit Bureau in effect in the state Jan. 1 has had to be postponed through lack of cooperation. **Page 24**

Wade Fetzner, head of W. A. Alexander & Co. general agency at Chicago, becomes president of the Fidelity & Casualty. **Page 35**

English court throws out \$1,800,000 suit of receiver of failed Associated Employers Reciprocal, Chicago, under policies guaranteeing subscribers freedom from assessment. **Page 37**

Underwriters concerned over auto liability and property damage rate schedule due Jan. 15. **Page 35**

Pilot Casualty of Chicago goes on exclusive aviation cover basis, writing all pilots at \$3-a-month flat rate. **Page 37**

Surety Association of America is expected to take action permitting excess indemnity on specified individual bankers' blanket bonds. **Page 35**

Some surety companies are caught for heavy losses on their guarantees of principal and interest of real estate bonds. **Page 35**

Governor and Commissioner Brown of Massachusetts make recommendations for amending the automobile compulsory act. **Page 37**

Illinois department's report on the Illinois Manufacturers Mutual Casualty, Chicago, shows transfer of \$100,000 voluntary contingent fund to surplus, reduction of claim reserve. **Page 30**

Marine Losses Remain Acute

Underwriters See Little Hope of
Immediate Betterment in
This Cover

PILFERAGE NOW BOTHERS

Cut-Rate Tactics and Organized Crime
Cut into Profits Already
Sufficiently Thin

NEW YORK, Jan. 8.—Taken as a whole, there has been little improvement in the marine underwriting field during the past year, and observant underwriters are not particularly sanguine that conditions will be much better in the near future. In the early days, before the great development in the line, a schooled underwriter would be able to pass upon all divisions of the business; today, it has become highly specialized.

Now separate talent is required for the hull, cargo and inland divisions, and not alone that; but in large offices the settlement of claims is now handled by adjusters skilled in each particular line, and with but scant knowledge of any other. Competition, of course, continues keen. London Lloyds and British stock companies as ever are aggressive in their quest for business; with Scandinavian companies scarcely less so.

German Carriers Meet Setback

German companies, powerful factors in the business in pre-war days, essayed a comeback a year or two ago, and were making some headway until scandals in the affairs of the Frankfort Marine and its allied concerns six months ago seriously impaired their standing.

The most severe complaint heard is against the tactics of certain American companies whose marine managers, oftentimes comparatively new to the line, quote rates and issue forms that hamper operations of soundly handled offices. Business improperly written almost invariably proves expensive for carriers, but the general effect is felt by all companies, who find difficulty in convincing an assured that he should pay a "living" rate for his indemnity after experiencing a season of low tariffs and liberal contract conditions.

Inter-Costal Cover Improves

Insurance on inter-coastal trade is upon a far better basis since creation of the reinsurance arrangement several years ago, a movement made necessary by almost complete demoralization that formerly existed in this branch.

Pilferage upon docks continues in large volume, though not to the extent that existed before the interested vessel, railway and dock men formed an association for its suppression. Curious tales are told of the connivance of trucking concerns with dock thieves, and of the difficulty experienced in inducing authorities to prosecute such offenders. The fight against organized crookedness is a hard one, but is being waged constantly and with some degree of success, though hardly to the extent that was expected.

Bullion & Harrison's Change

The law firm of Bullion & Harrison at Little Rock has been dissolved, M. J. Harrison continuing the practice. Bruce Bullion retires from the firm. Their offices are in the A. O. U. W. building at Little Rock. Both are well known to the fraternity, having been former Arkansas insurance commissioners.

Missouri Seeks More Statistics

Nothing Done on Rate Petition—
Defer Action Until More
Opportune Time

STATE SHOWS ITS TEETH

Declares That There Must Be an Item-
ized List of Expenditures
on File

ST. LOUIS, Jan. 8.—There is much controversy in the state over the action of the Missouri Inspection Bureau acting for 219 stock fire companies and asking for 16 2/3 percent increase in rates by Feb. 1. The local agents feel that they have been more or less ignored in this movement after doing much preliminary cultivation work along public relations lines. One of the effects of the new movement is to stimulate more interest in the effort of the Missouri Federation of Labor in putting a state workmen's compensation fund in Missouri. The casualty companies feel that the petition for increased fire rates just at this time will do much to get the public mind interested in a state compensation fund.

Wants a Greater Refund

It is said here that the Missouri department will use every means in its power to force the fire companies to refund 10 percent of all premiums collected in the state between Nov. 15, 1922, and Feb. 1, 1928. The companies under protest accepted the 10 percent reduction and most of them have since refunded the proper amount since Feb. 1, 1928. The state is contending that refunds should reach back to Nov. 15, 1922.

Wants More Information

Superintendent of Insurance J. B. Thompson will oppose the 16 2/3 percent increase unless the department can be convinced that it is thoroughly justifiable. The companies will be ordered to file more detailed reports of their operating expenses for the five years in which claim is made that they have shown a deficit. The statement filed by the inspection bureau does not itemize the expenses but merely lumps the figures in annual totals. These include the St. Louis tornado of September, 1929, and the Poplar Bluffs storm, which undoubtedly increased the losses very greatly. Superintendent Thompson has stated that a preliminary examination of statements convinces him that the expenses have been out of all proportion to the amount of business transacted and losses paid.

The Missouri department is now pre-
(CONTINUED ON PAGE 34)

State Just Now Paying Its 1923 Hail Losses

HELENA, MONT., Jan. 8.—Hail losses in 1923 were so large that the state board of hail insurance couldn't fully meet obligations on policies. Last week Chairman E. K. Bowman was authorized to mail warrants totalling \$28,770 for the final prorated payments for that year. The 1929 legislature changed the hail insurance law so that payments due might be met when sufficient funds were available.

Vice-President



WALTER D. WILLIAMS

Walter D. Williams of Rockford, Ill., vice-president and western manager of the Security of New Haven, was elected vice-president of the new western organization, the Western Underwriters Association, composed of members of the old Western Union and 35 recruits, most of whom come from the Western Insurance Bureau. Mr. Williams was elected to office in recognition of the new members. He is one of the outstanding western executives.

Dunham on Program for Indiana Insurance Day

The program of Indiana Insurance Day, to be held in Indianapolis Jan. 21, is almost complete, according to announcement by James A. Bawden, general chairman. Gustavus W. Dyer, professor of economics, Vanderbilt University, Nashville, is to be the principal speaker at the banquet on Tuesday evening.

Col. H. P. Dunham of Connecticut, president of the National Convention of Insurance Commissioners, is also to be a speaker at the banquet and Commissioner Clarence C. Wyson of Indiana will be toastmaster. In addition to a fine program of entertainment for the banquet, the Pullman Porters' quartette of Chicago will sing.

A. L. Jenkins of Richmond, president of the Indiana Association of Insurance Agents, will preside at the luncheon, and the two principal speakers will be W. W. Klingman of Minneapolis, vice-president of the Equitable Life of New York, and R. P. Devan, of Charleston, W. Va., former president of the National Association of Insurance Agents.

The luncheon session will merge into the annual meeting of the Insurance Federation of Indiana, to be presided over by Elbert Storer, president, who is manager of the Bankers Life of Iowa for Indiana.

There will be two sales congresses in the morning, one for life and the other for fire and casualty agents. Frank Robinson, Toronto, of the Mutual Life of Canada, and Paul N. Cook, Chicago, of the Mutual Benefit Life, and W. W. Klingman will address the life sales congress. After the federation meeting in the afternoon, the life underwriters will hold a session called a "Seminar," at which the following topics will be discussed: "The First Two Minutes," "How to Tell the Story," "How to Answer Objections" and "The Last Acts."

Joseph W. Stickney will be master of ceremonies for the annual "Night Before Party" Monday night.

President Bissell's Views on Insurance Situation

President R. M. Bissell of the Hartford Fire in a review of fire insurance in the New York "Tribune" declares that the premium receipts for 1929 were about the same as those for the previous year. The tornado business last year will show a more favorable loss ratio than the year before but the ocean marine business will show a higher ratio. Hail insurance made a good showing for the year. President Bissell states that improvements in risks, in municipal fire fighting facilities and in new fire resisting construction have all cut down the bulk of premium income.

Effect of Competition

The result last year will show a shrinkage in the total amount of pure fire insurance premiums. Many companies will show a reduction because of the intense competition brought on by so many new companies entering the field. President Bissell states that with the group system, company management has gone so far already as to have brought about great changes in the distribution of influence and control of income. Speaking further, he said:

Fixing Rates by States Fatal

"There has been a tendency during the year for more and more interference on the part of state authorities with the making of insurance rates and in several states notable reductions have been ordered by the insurance departments. In some states it appears as though these reductions would make the transaction

of business at a profit impossible so that many companies probably will be forced to retire from such states.

Felt Stock Market Crash

"Insurance companies are large investors in both bonds and stocks and have felt severely the great depreciation in security values which has recently occurred. In some cases the shrinkage in market values of the securities probably will bring about a reduction in their surpluses as compared with those of Dec. 31, 1928; in other cases the investments have been made so conservatively that no noticeable effect will be shown. Moreover, many companies have laid aside security fluctuation reserves for just such an emergency and such reserves will undoubtedly be quite adequate to take care of any losses in the market value of securities without diminishing net surpluses.

Does Not See Bright Year

"The prospects are that during the year 1930 it will be impossible for the average company to maintain its premium income. This means increased expense ratio, among other things, and furthermore, if general business conditions should continue to be unfavorable, undoubtedly an augmentation in the loss ratio may also be looked for. Taking everything into account underwriters do not look forward to 1930 as a year likely to produce any considerable profit."

Frankfort General Failure Worse Than First Supposed

Total loss in the Frankfort General, of Frankfort, Germany, now appears to be a net 53,000,000 reichsmarks, according to a second provisional balance sheet which has been prepared by auditors, showing conditions as of Aug. 17, 1929, the day it collapsed. This net sum is a reduction from the gross loss of approximately 68,000,000 reichsmarks through payment of 15,000,000 reichsmarks on Allianz good will.

A third balance sheet is to be issued as of Dec. 31 before a general meeting called for Jan. 15. It is now believed that the Frankfort General failure is even worse than was at first anticipated. Whereas originally it had not been determined definitely that there was an excess of liabilities over assets, now it is quite certain there is a loss of not less than 20,000,000 reichsmarks on this score alone.

Since the 1928 balance sheet shows a share capital of 25,000,000 reichsmarks, and capital reserves of 7,970,293 reichsmarks, the total loss, excluding good will payments, is set at 68,000,000. British companies having reinsurance treaties with the Frankfort General, it appears certain, must suffer considerable loss. It is hinted that more rigid supervision of German carriers will be carried on in future, particularly of those groups which like the Frankfort General have been exchanging stocks and pooling business.

School Loss Is \$750,000

PHELPS, WIS., Jan. 8.—A heavy loss was sustained when the new \$750,000 Phelps high school building at Phelps, erected only four years ago was destroyed by fire here Jan. 2. The fire apparently started from defective wiring and was not noticed until flames had spread through the entire fourth floor. Firemen found the nearest hydrant four blocks away and hose could not reach that distance. The blaze raged unchecked while bucket brigades organized to fight the fire found the heat so intense they could not approach near enough to throw the water.

New York Association Men to Gather in Manhattan

NEW YORK, Jan. 8.—What is anticipated to be the "biggest and best" regional meeting in the history of the New York State Association of Local Agents is scheduled to take place here at the Hotel Astor, Jan. 10. President Albert Dodge, Vice-Presidents Warren M. Gildersleeve and T. I. Rogers and Secretary C. F. Miller, with the executive committee, will be on hand.

Reports will be received from county organizations, indicating the character and extent of their activities, following which problems peculiar to each section will be threshed out and solutions offered. Delegates will have luncheon with President Clyde B. Smith, Secretary-Counsel Walter H. Bennett and members of the executive committee of the National Association of Insurance Agents, all of whom will be in the city at the time, in attendance at their mid-winter conference.

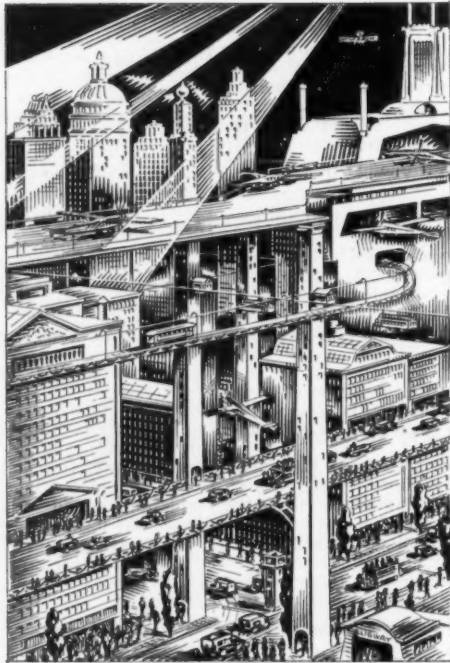
National Officers to Speak

Talks will be made by both the state and National officers along lines of particular interest to local agents. The past year has been an unusually eventful one in both the fire and casualty business, and the coming year promises to be no less so. Many local agents are expected to be present at the regional meeting on Friday, because of the knowledge of business trends they will secure at first hand from leaders, and suggestions as to the best means of keeping pace with the times.

Three Directors Affected

Three insurance men, who are directors of the United States Chamber of Commerce, have terms that will expire at the annual meeting, April 29. They are W. L. Crocker of Boston, president John Hancock Mutual Life; John H. Camlin of Rockford, Ill., local agent; and P. W. A. Fitzsimmons of Detroit, president of the Michigan Mutual Liability.

The Distinctiveness of the Trinity Fire Is Primarily Attributable to its Modern Conception of Fire Insurance



IN THE MODERN TEMPO

Once they asked—"How can the world be round?" then they asked —"How can Fire insurance companies be different?" Columbus answered the first and the Trinity Fire answers the second.

Cash Capital one million dollars



Committees Named for the New Body

The Western Underwriters Association composed of former Western Union companies and a number of those that were not members of the organization has appointed its standing committees as follows:

Arbitration—E. W. Law, Royal, chairman; J. C. Harding, Springfield; Alfred Stinson, Automobile; J. M. Thomas, Fire Association; E. W. West, Glens Falls; J. R. Wilbur, America Fore; W. D. Williams, Security of Connecticut.

Arrangements and Good Fellowship—A. F. Powrie, Fire Association, chairman; C. N. Gorham, American; F. B. Luce, Providence Washington; W. P. Robertson, North America; John F. Stafford, Sun.

Bulletin—W. P. Robertson, chairman; George H. Bell; F. M. Gund, Crum & Forster; C. W. Higley, Hanover; W. L. Lerch, Royal.

Fire Protection Engineering—A. G. Dugan, Hartford, chairman; Charles E. Dox, London & Lancashire; J. C. Harding; C. W. Higley; J. M. Thomas, and C. R. Tuttle, North America.

Governing—George H. Bell, National, chairman; John F. Stafford, vice-chairman; J. A. Campbell, Home of New York; F. M. Gund; W. H. Lininger, Springfield;

(CONTINUED ON PAGE 34)

Advertising Conference Meeting

The Insurance Advertising Conference has fixed the date for its annual meeting as Oct. 5-8 at Milwaukee. This precedes the convention of Direct-by-Mail Advertising Association. In the vote taken by mail Milwaukee received 23 and Toronto 14 votes.

National Liberty Dividends

The National Liberty has declared its 25 cents regular and 50 cent extra dividend; Baltimore American, 30 cent regular and 60 cent extra. Peoples National 25 cent regular and 50 cent extra.

New Charter Approved

Unanimous approval was given by members of the New York Board at their special meeting Tuesday to the adoption of a new charter for the organization, and to the proposed merger of the fire insurance salvage corporations of Brooklyn with the body sanctions.

Parsons Visits Chicago

J. Lester Parsons, vice-president of Crum & Forster, will leave next Saturday for Miami, Fla., where he will take a month's vacation. Mr. Parsons was in Chicago conferring on important matters with Western Manager Gund.

Company Notes

Admission to Virginia secured by the Southern Fire.

The Century of Scotland has been licensed in Arizona.

The Trans-Continental Fire of New York has entered Mississippi.

The Utah department has licensed the Columbia Fire of Dayton.

The Citizens of New Jersey, Lincoln Fire of New York and Monarch Fire of Cleveland have been licensed in Alabama.

The Lincoln Fire with C. M. Seeley as general agent, and the Russia with E. C. Fox as general agent, have been licensed in California.

Admission of the American Merchant Marine of New York to Michigan as a direct writing company is announced. The company formerly was admitted for reinsurance only.

The Republic Fire Insurance of Pittsburgh has been licensed in Texas. Cravens, Dargan & Co. of Houston were named as Texas agents. The Citizens of New Jersey has also been licensed in Texas.

Made Assistant



CHARLES W. OHLSEN

Charles W. Ohlsen, agency superintendent in the western department of the Sun of London at Chicago, has been appointed assistant manager, thus giving Manager John F. Stafford three men with that title, the others being E. C. Smith and J. A. Benz. Mr. Ohlsen grew up in the Sun's western department. He graduated through the various desks of the underwriting branch and then was sent into the field. He became Illinois state agent and was regarded as one of the outstanding men in that territory. He was appointed agency superintendent in 1926.

CLEVELAND BOARD MEETING

Alfred M. Best of New York Will Speak Before the Organization Next Week

CLEVELAND, Jan. 8.—The next meeting of the Insurance Board of Cleveland will be held Jan. 15. Alfred M. Best of New York, publisher of Best's Insurance Reports, will be the speaker. His topic will be "The Master Product of Cooperation." Mr. Best will talk on the amazing growth of the insurance business in recent years, the part which insurance agents have taken in it and the development of mergers, groups, and affiliations. From his special vantage point, Mr. Best possesses a definite understanding of the field and a large attendance is expected to hear him. A short business meeting will also be conducted and one or two amendments to the regulations will be acted upon.

The Insurance Board will hold its annual business meeting Feb. 12. Terms of three trustees will expire, they being W. H. Kees, W. E. Flickinger and Robt. H. Perdue. The nomination committee will select six names, three of which will be elected, it being Thos. C. Goss, Geo. E. Haas, J. A. Kysela, A. E. Lloyd and M. S. Ketchum.

Lumber Loss at Louisville

The largest fire experienced in Louisville in many months was one breaking out early the evening of Jan. 6 in the Dumesnil steel lumber yard of the Mengel Box Corporation, division of the Mengel Co., resulting in loss of \$275,000 or more, fully covered by blanket or general schedule coverage of \$5,785,000. At least four-fifths of the business is placed through Booker & Kinnaird of Louisville. The loss was almost exclusive to thick stocks of such woods as magnolia, with some elm, maple, oak and pine in the list.

WELCOME

Not a "Peddler" — An Insurance Advisor

OF the two types of agents, policy peddlers and insurance advisors, those belonging to the latter class are always welcomed by clients and prospects. → → → → →

They believe in studying the individual problems of each customer and mastering the exact details of every coverage. → → → → →

Wherever there is a need for protection they point it out and show just how some form of insurance can be applied. → → → → →

They present the facts and let the policies *sell themselves*. → → →

The success of these insurance "advisors" is due in great part to their willingness to seek in turn the advice and cooperation of the company. This organization takes pride in its affiliation with such a body of men and its ability to work with them at all times.



THE **LIVERPOOL**
AND **LONDON**
AND **GLOBE**
Insurance Co., Ltd.

Executive Offices: 1 Pershing Sq. Park Ave. at 42nd St., N. Y. C.
Pacific Coast Dept., San Francisco, Calif.

THE NATIONAL INSTITUTION WITH A WORLD WIDE BACKGROUND

THE SATURDAY EVENING POST

Do you know what your home furnishings are worth?

Start with the living room. Put down the value of:

Radio _____
 Piano _____
 Carpet and rugs _____
 Chairs _____
 Tables _____
 Davenport _____
 Lamps _____
 Draperies _____
 Desk _____
 Picture _____

A SURPRISING total, isn't it? And that's only one room! Surprising, too, how many other people do not know how much money their household possessions represent. Many of them find out to their sorrow when their Residence Contents Fire Insurance (renewed so casually year after year) proves woefully inadequate when put to the test.

Is your insurance sufficient to cover all the new things you have acquired? The Alliance Agent will be glad to help without obligation, a complimentary Booklet.

RESIDENCE Contents Fire Insurance is featured in the Alliance Saturday Evening Post advertisement for January 18. Like all of our publicity, it advises property owners to "Ask your **ALLIANCE Agent.**"



THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

Head Office: 1600 Arch Street, Philadelphia

CHICAGO
299 W. Jackson Blvd.

SAN FRANCISCO
231 Sansome Street

ATLANTA
8th Floor, Hurt Bldg.

Letter on Chicago Cut in Fire Strength Is Issued

NATIONAL BOARD COMMENTS

Companies Informed on Economy Measure of City Administration—New Survey Due in Spring

NEW YORK, Jan. 8.—The National Board of Fire Underwriters is concerned over the action of Chicago authorities in reducing the fire fighting force of the city as an economy measure incorporated in the 1930 budget when it was discovered the city was out of funds. The National Board has advised its members in the matter by a letter this week.

General Manager W. E. Maillalieu says in part:

"By reason of reduction in the budget appropriations for the year 1930, the authorized strength of the Chicago fire department has been reduced by about 250 men. This includes 40 just graduated from the training school and ready to be assigned to companies. The other men dismissed all joined the department since Jan. 16, 1928.

Dispense With Fireboats

"The three fireboats have been put out of commission and in addition four land companies, Nos. 89, 90, 47 and 118 have been discontinued. The result of their discontinuance will be that longer runs from other companies are necessary to cover the territory previously within the districts of the discontinued companies.

"The four ladder companies and the four new engine companies established in 1929 continue in service as being of greater importance than those which have been discontinued. There are left in service 122 engine companies, 9 squad companies, 50 ladder trucks, 3 water towers and 3 rescue companies.

Six Men on Duty in Station

"Each ladder company and each squad company has 6 men on duty in each shift. Of the 122 engine companies, about one-fourth have 6 men on the shift and the remainder have at least 5 men on each shift. The function of a squad company is to reinforce the man-power of engine and ladder companies. At least one such company responds to each alarm.

"Fireboat protection on the Chicago river and at South Chicago has been discontinued, but it is reported that there are few plants in the sections affected that cannot be reached by land lines.

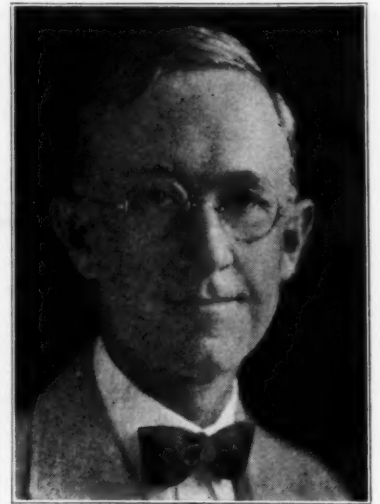
Urged Reasonable Measures

"While the budget was under consideration representatives of the Chicago Board of Underwriters and the National Board were in conference with the city authorities, the finance committee of the city council and the fire commissioner, and urged that sufficient funds be provided to maintain the department at least at its present strength; they further disclosed that it was below the strength recommended by the National Board surveys of 1922 and 1925, when the reduced budget of the fire department resulted in reducing the man power.

"Engineers of the National Board and the Chicago Board were called into conference by the fire commissioner and the action taken was agreed upon by all as the least harmful under the circumstances.

"Our Chicago office and the Chicago Board are continuing to maintain close contact with the situation and are working in harmony with the commissioner and the city authorities, with a reasonable hope of restoring the department to its former strength within the near future. A complete new survey of the Chicago fire department by National Board engineers will be made early this spring, arrangements having already

Cox at the Head



FRED J. COX

Ernest H. Boynton of Boynton Brothers & Co., local agents in Perth Amboy, N. J., died in October. Fred J. Cox, who has been vice-president and treasurer, has been elected president to succeed Mr. Boynton. Roy C. Evarts, the secretary, becomes secretary and treasurer. The firm has been doing business for 27 years. It has offices in Perth Amboy and New Brunswick. It does a large fire, casualty and mortgage investment business. Its operations are not confined alone to New Jersey, as it has connections in other parts of the country.

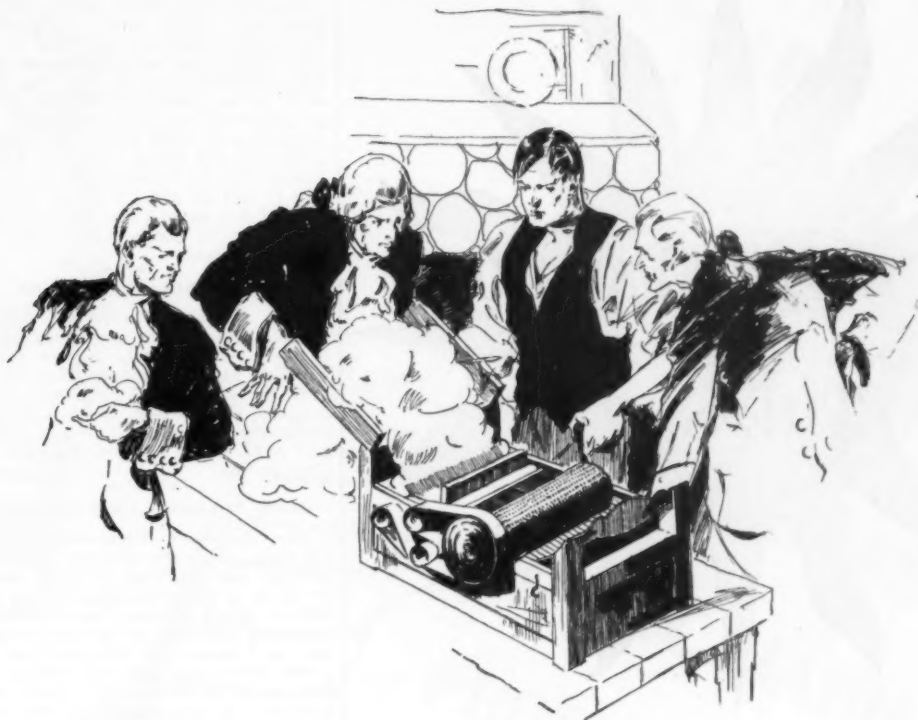
Cox Is Widely Known

Mr. Cox has a nation-wide reputation, as he was formerly chairman of the executive committee and later president of the National Association of Insurance Agents. He graduated from Brown University in 1903 and became a partner with Clancy D. Boynton and Ernest H. Boynton under the firm name of Boynton Brothers & Co. at Perth Amboy. Some years after this, Mr. Evarts, who had been in the casualty end of the business, was admitted to the firm. Clancy D. Boynton, who was president, died about six years ago. It is one of the very aggressive and well conducted agencies. Mr. Cox served two years on the executive committee and two years as president of the National association, being one of the most hard hitting and straightforward presidents the organization has had. Boynton Bros. & Co. represent about 25 companies and have 35 office employees. Its office building is constructed for its own use.

W. F. Bradshaw Is Dead

LOUISVILLE, KY., Jan. 8.—William F. Bradshaw, 51, vice-president of the Bradshaw & Weil agency at Paducah, Ky., the largest in western Kentucky, and one of the state's most prominent business men, died at noon yesterday of self inflicted knife wounds in his throat, wrists and chest. He had been in extremely nervous state for some weeks. In addition to his agency connection, handling a local as well as general agency business, he was president of the First National Bank and officer of many other banks and business houses, as well as a publisher. He was found in his office and rushed to a hospital, but died soon thereafter. Banking officials stated the institutions were in sound financial condition, and the federal reserve banks in Louisville and St. Louis rushed more than \$1,000,000 in currency to the First National of Paducah to reassure depositors.

been made to undertake this work. Members will be advised of any material developments in the situation."



*When
the Cotton Gin was invented
by Eli Whitney in 1793, the
"Phoenix" had been providing
dependable protection for
eleven years.*



**PHOENIX
ASSURANCE COMPANY, Ltd.
of LONDON**

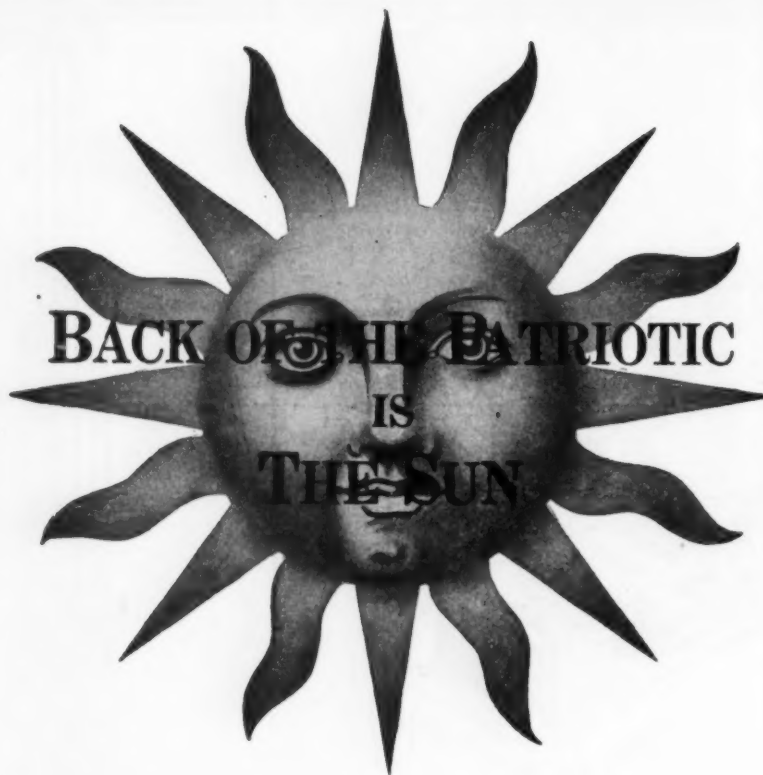
150 WILLIAM STREET

NEW YORK

**PHOENIX
INDEMNITY COMPANY**

150 WILLIAM STREET

NEW YORK



COVERAGES EFFECTED

FIRE,
AUTOMOBILE,
TORNADO,
RENTS,
LEASEHOLD,
EXPLOSION,
RIOT and CIVIL
COMMOTION,
PROFITS AND
COMMISSION,
USE & OCCUPANCY

AUTOMOBILE COVERAGE

Age - - The World's Hallmark of Leadership

The world is inspired by valour, ability, achievement. It appreciates men and institutions of great promise. But inevitably it asks the question: How old is this man; how long has this institution been in business? Age is the connotation of experience; of deep waters successfully passed through; of hazards encountered and overcome; of wisdom, soundness, conservatism, of tolerance and consideration. Two and one-fifth centuries have gone into history since the establishment of the Sun . . . a record with which every Patriotic agent may arm himself in his daily new-business contacts!

"Back of the Patriotic is the Sun"

PATRIOTIC INSURANCE COMPANY of AMERICA

HEAD OFFICE
55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, *President*

WESTERN DEPARTMENT
WAIGLEY BLDG., CHICAGO
JOHN F. STAFFORD, *Manager*

PACIFIC DEPARTMENT
SAN FRANCISCO
G. A. HENRY, *General Agent*

AS SEEN FROM CHICAGO

WANT NON-BOARD COMPANY

A group of Class 2 agents that have been very active in the Cook County Real Estate Board in opposing the Chicago Board has written to some of the fire companies stating that this group of 15 or so controls \$1,000,000 or more in preferred business premiums. The suggestion is made that if the company addressed will resign from the Chicago Board and do business on the outside that it will be able to secure the business of this group. So far it is understood that no company has yielded to the suggestion.

WILL ELECT OFFICERS

The Chicago Insurance Baseball League, which is the junior organization headed by President L. Parsons Warren, will hold its annual meeting Jan. 27. Last year the league was composed of six teams. This season it becomes more ambitious and desires to enlarge its scope and have 10 or a dozen teams in the organization.

GOOD FELLOWS GET TOGETHER

The Wisconsin Fellowship Club of Chicago, which recently held its annual banquet and meeting, is aptly named, for it is a select aggregation of good fellows whom fortune has helped into executive positions in fire insurance offices at Chicago, but who have not forgotten their more care-free days as special agents in Wisconsin. There are at present only ten members, only those being admitted who now hold executive posts in Chicago and who formerly traveled in Wisconsin for various companies. The club meets at a luncheon every second Monday and at the annual banquet held every December there is an honor guest and principal speaker some man outstanding in insurance in Wisconsin. Henry L. Dalton, assistant manager of the Royal, is president of the club, and Philip C. Metzger, assistant agency superintendent of the London & Lancashire, is secretary-treasurer. The other members are Clark J. Munn, manager of the Cook County Loss Adjustment

Bureau, and Paul C. Lang, his assistant; Alfred D. Yeaton of the New Hampshire; J. M. Moran, assistant manager of the Western Factory Association; Melvin F. Hegler, special agent for the association; E. J. Frazier, assistant manager of the Springfield, and Clem E. Wheeler, assistant general agent of the Hartford.

HALE JOINS ENGELHARD-KROGMAN

A. W. Hale, who has been Cook county special agent of the Fireman's Fund, has joined the Engelhard, Krogman & Co. agency of Chicago as special agent to develop all lines. Mr. Hale's entire insurance experience has been in the Cook county field, with the Great American, the Sun, and for the past five years with the Fireman's Fund. He has been engaged in insurance work in Chicago since 1912.

LETTON IS IN FLORIDA

Harold W. Letton of Chicago, formerly United States manager of the Netherlands, a month ago went to Tucson, Ariz., and has now gone to Palm Beach, Fla., where he will spend the winter.

FRED RANSOM HONORED

Fred W. Ransom, assistant western manager of the Providence Washington, was honored by the agents of the western department of the company last week on account of the completion of a third of a century in its service. On Saturday alone more than \$20,000 of business was received, dedicated especially to him.

CONN WITH MITCHELL-HUTCHINS

Warner S. Conn, formerly with Lewis-Dewes & Co., Chicago investment house, has become associated with Mitchell, Hutchins & Co., 231 South La Salle street, and will direct a trading and service department, specializing in insurance stocks.

CHICAGO FIRE PROTECTION

There has been much agitation among insurance men in Chicago over the re-

Nominees for Chicago Board



FRED J. SAUTER
President



P. B. HOSMER
Vice-President

The nominating committee to recommend the officers for the Chicago Board to be voted on at the annual meeting, Jan. 23 has brought in its report. Fred J. Sauter, who has served as president for the last year, is renominated for the same post. P. B. Hosmer of R. W. Hosmer & Co. is nominated for vice-president. W. C. Oxman is nomi-

nated for treasurer. The nominees for executive committee are E. D. Becker of Lyman, Richie & Co., Ira C. Darling of Bartholomay-Darling and Chester M. Hayden of the Glens Falls. On the patrol committee, J. I. Loeb of Klee, Rogers, Loeb & Wolff and W. E. Rollo of Rollo, Webster & Co. are nominated for the coming year.

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UNIVERSALIZE YOUR AGENCY

A World of Protection
A Specialized Service

UNIVERSALLY
SOUND AND GOOD

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Policy
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Every automobile owner and
agent who know the value
of complete coverage in one
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ONE POLICY
IN
ONE COMPANY
ONE PREMIUM

UNIVERSAL
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WHY BEG?



Sell on merit—

not only Fire Insurance, but Rent Insurance and other forms of modern protection against old and new hazards.

Competent Agents KNOW what their patrons and prospects need. They do not hesitate to provide it.



P. S. New 1930 "Silent Salesman" ready to precede your oral calls.

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duction in the number of firemen, owing to the retrenchment made necessary because of the city's financial situation. The officers, a number of committee chairmen and leaders in the Chicago Board held a number of conferences and gave out the following statement as to the board's attitude:

"The Chicago Board is definitely opposed to any reduction in the man power of the fire department. The surveys by the engineers of the National Board in 1922 and again in 1925 disclosed that the department was then seriously undermanned and recommended and urged an increase in man power at that time. The present reduction in the number of men places the department under a still greater handicap. This is especially true in view of a growing population, increasing property values and increasing areas requiring protection. To further reduce the number of men in a department already seriously undermanned is a dangerous expedient. Efficient fire fighters can not be developed over night to meet the ever-present danger of a conflagration or other serious emergency.

"Although Chicago is the second largest city in the nation, the number of firemen available for duty per 100,000 of population before the present reduction, was materially below the average for the 10 largest cities in the United States. Chicago needs 800 additional men in its fire force at this time in order to bring it up in man power to the average number available in the 10 largest cities. The citizens of Chicago are certainly warranted in demanding a completely manned and equipped department in order that they may have proper protection.

"Arrangements have already been made to have a complete re-survey by National Board engineers within the next few months and the Chicago Board will naturally be guided by the facts which that survey discloses. Pending this report or evidence of the department's inability to cope with the situation, no action with respect to increase in rates will be taken but it is evident that if a material increase in the loss ratio develops, an increase in rates is inevitable.

"During his term of office, Commissioner Goodrich has materially increased the efficiency of the Chicago fire department, considering the handicaps which he was required to meet as a result of the undermanned condition of the department. It is regrettable that the progress the department has made is now jeopardized and that the city is subjected to an increased danger to life and property.

"Previous to the action of the city council on the budget, the engineers of the National Board and the Chicago Board and its officers, personally appeared before the city authorities, stated the facts above outlined and counseled against any reduction in the man power of the department. The Chicago Board is hopeful that the city authorities may yet find ways and means to meet this emergency. Therefore, the Chicago Board and the National Board feel it their duty to urge and recommend that the city council reconsider its action with regard to the reduction in man power of the fire department."

IN "SUSPENDED ANIMATION"

The Trans-America Motor Club of Chicago, which was being organized to offer motor club service through local agents to their customers is evidently in a state of "suspended animation." The project was being financed at the time of the stock market crash and evidently it has not been able to secure the backing that it desired along financial lines.

George H. Bell, western manager of the National Fire of Hartford, left Tuesday for New York City to attend a number of important meetings.

Every casualty man should read: "Casualty and Surety Coverages—How to Sell Them," by W. H. Bates. Price, \$1.50. Order from The National Underwriter.

General Chairman



JAMES A. BAWDEN, Indianapolis

James A. Bawden, Indiana state agent for the American of New Jersey, is chairman of the seventh annual Indiana Insurance Day convention to be held in Indianapolis, Claypool Hotel, Jan. 21. Indiana originated the "Insurance Day" idea. The general chairmanship carries much responsibility as the program has to be formulated from a national standpoint. The groups cooperating in the movement are the Indianapolis Fire Insurance Agents' Association, Indiana Association of Legal Reserve Life Insurance Companies, Indiana Casualty Adjusters' Association, Indiana Association of Insurance Agents, Indianapolis Association of Life Underwriters, Indiana Life Underwriters Association, Indiana Fire Underwriters Association, Indiana Field Club, Indiana State Fire Prevention Association.

Federation Is Main Factor

The convention is really sponsored by the Indiana Insurance Federation, which is the primary organization guiding the activities, but the nine other associations all participate. Mr. Bawden has been closely affiliated with the Indiana Insurance Federation. He is the first vice-president and will undoubtedly be elected president at the forthcoming annual meeting. He is a former president of the Indiana Fire Prevention Association and is now chairman of its speakers committee. He is also a former president of the Indiana Field Club and served as most loyal gander of the Indiana Blue Goose. He is now a member of the insurance committee of the Indianapolis chamber of commerce. The Indiana Insurance Federation states that Mr. Bawden has addressed approximately 200,000 school children in the rural districts on fire prevention. Before going with the American he was special agent of the National Fire of Hartford in Indiana.

Friends of Geo. E. Hans, Cleveland local agent, learned with regret of the death of his son, Robert, at Ithaca, N. Y., during holiday time. He was attending Cornell University.

COOK COUNTY Special Agent Wanted Large Stock Companies All Lines Insurance

Have available space for small class No. 1 Agency. Also broker's space. Address O-49, The National Underwriter.

Experienced Producer Open for Connection

Fire insurance special agent with strong agency following in New Jersey desires to connect with non-union company. Experienced producer. Address O-58, The National Underwriter.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

AETNA JOINS AVIATION GROUP

The Aetna has become a member of the United States Aircraft Insurance Group managed by the United States Aviation Underwriters. David C. Beebe is president, and Reed M. Chambers is vice-president of the underwriters organization.

EXPLOSION CONFERENCE ACTION

The Explosion Conference has assumed jurisdiction over aircraft and motor vehicle property damage insurance. The conference has voted that brokerage commissions shall be limited to 15 percent, and agents' or sub-agents' commissions to 20 percent. The executive committee elected is composed of L. J. Borland, Great American; J. M. Waller, Aetna Fire; G. H. Von der Leith, Phoenix of London, and W. C. Browne, National Fire.

NORTH BRITISH PROMOTIONS

The North British & Mercantile has appointed J. G. Diekmann and H. B. Standen of the brokerage and service department as assistant general agents. E. A. Lally of the specialty lines department secures a similar title.

COMPANIES LOSE CASE

The appellate term in the first department of New York City decided in favor of the assured in the suit brought by L. Sonneborn Sons, manufacturers of paints and varnishes of that city, who suffered a loss in their manufacturing plant, July 28, 1927. An employe started a kerosene burner under a kettle of varnish. A firepot accidentally was flooded with kerosene. After the fire had burned for some three minutes, burning kerosene ran down the air pipe from the firepot to the air chamber below, causing an explosion. The companies denied liability on the ground that there had been no fire in the first place but that an explosion had occurred and fire ensued. The decision upholds the verdict of the jury in refusing to find that an explosion was the proximate cause of the fire.

STOCK LISTED ON CURB

Stock of the Empire Fire of New York has been listed on the New York curb market, the only company in New York of its kind to do so. The Empire has listed 40,000 shares of its capital of \$10 par value. The North America and the Insurance Securities Company are the only others now traded in on the curb exchange, and only three fire companies are traded in on the New York Stock Exchange, the Continental and Fidelity-Phoenix of the America Fore group, and the Russia.

WILL MEET IN NEWARK

Members of the New York City Blue Goose are looking forward to an unusually enjoyable time at the gathering to be held at the Newark Athletic club Jan. 20. A roast beef dinner will be served, following which there will be a brief entertainment program.

TO HANDLE U. & O. LOSSES

Edgar D. Elder, general adjuster for the American of Newark group, who is appointed to take charge of use and occupancy losses for that fleet, has been a staff adjuster for a number of years. He has been working in New Jersey, New York and Pennsylvania. In his new position he will personally adjust any large use and occupancy loss for his companies throughout the country traveling by airplane where necessary. He will make his headquarters at the home office in Newark.

JOHN J. KELLE APPOINTED

Appointment of John J. Kelle, Inc., 140 William street, as metropolitan agent of the General Fire of Paris is an-

nounced by Fred S. James & Co., United States managers. H. S. Schneider and C. C. Walker are associated with the agency.

NEW YORK MAY ORGANIZE

The fire agents of New York City held a meeting this week to consider proposed changes in the charter of the

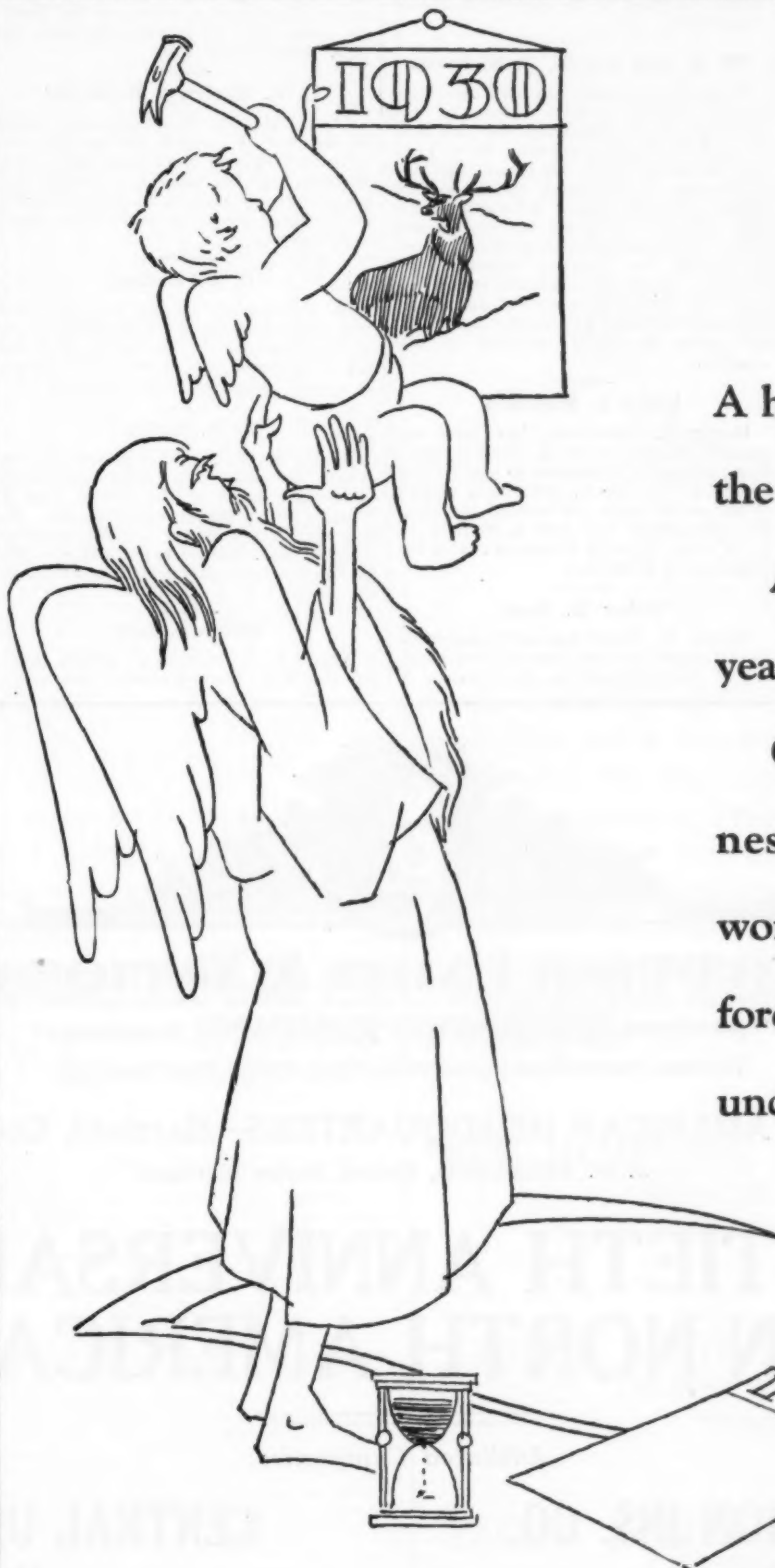
New York Board. The question was raised as to why New York City did not have an agents' organization. A committee was appointed to consider the situation and to make recommendation. It consists of James J. Hoey, Willard S. Brown, E. Stanley Jarvis, Warren F. Goodwin, and William Zeigler.

Porep Now on the Coast

Ed R. Porep, who has left the western Michigan field of the North America to become superintendent of agents of the company in Washington state,

will make his headquarters in Seattle. He is a graduate of the University of Washington and started with the North America in the Pacific Coast office at San Francisco, being later sent to Los Angeles as special agent. He took a post-graduate course at the University of Pennsylvania in insurance. He worked in the inland marine department of the company out of Seattle before going to Michigan.

Read "What to Know About Automobile Insurance," by F. W. Doremus. Price, \$1.50. Order from The National Underwriter.



A happy new year from
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A prosperous new
year with the Hartford.

Great plans for busi-
ness-increasing team
work between the Hart-
ford and its agents are
under way.

There may be an opportu-
nity to represent the Hartford
in your community? Why
not write in about it?

HARTFORD FIRE INSURANCE CO.
HARTFORD • CONNECTICUT



CHANGES IN THE FIELD

FRED B. BARNES IS RETIRING

John E. Snyder Is Appointed Wisconsin State Agent of the North British & Mercantile

Fred B. Barnes, Wisconsin state agent of the North British & Mercantile, has retired from business after long years of service. John E. Snyder of Milwaukee, special agent, who has been in the field with Mr. Barnes for 10 years, has been appointed state agent. W. J. Badenhop has been appointed special agent. Mr. Badenhop has been in the general office of the North British for the last 16 years. Mr. Barnes is one of the veteran field men of the west. He entered the local agency of E. A. Shores of Manistee, Mich., in 1878. He became a member of the firm of Barnes & Co. in that city in 1878. He left insurance to become superintendent of construction for the Holly Manufacturing Company, water works contractors, serving from 1884 to 1890. He then became an independent water works contractor until 1894. He formed the firm of Barnes & Crane, local agents at Oshkosh, Wis., in 1894, remaining until 1898 when he became Wisconsin state agent for the North British. He served as president of the Wisconsin Field Men's Club and has been prominent in all the activities of the state. Mr. Snyder has done excellent work in Wisconsin and his promotion is deserved.

David F. Mackenzie

David F. Mackenzie, special agent of the Travelers Fire in the Pittsburgh territory since July 16, 1928, has been promoted to assistant manager of the

Pittsburgh district. He will be associated with Baldwin C. Wuersch, manager for the Travelers Fire in western Pennsylvania and West Virginia. Mr. Mackenzie worked in central and eastern Pennsylvania for four years as an engineer before his appointment as a special agent for the Travelers Fire. Prior to that time he had served as an inspector and engineer in the Underwriters Bureau of the Middle & Southern States.

W. K. Van Arsdale, F. N. Brown

W. K. Van Arsdale has been appointed inland marine special agent of the America Fore companies for northern New Jersey and suburban New York with headquarters in the home office. F. N. Brown, special agent, will be located at 515 Trust Company of Georgia building, Atlanta, to handle automobile and inland transportation department lines exclusively for Georgia, Alabama and Florida. These appointments are in line with the fleet's program of furnishing improved facilities and expert assistance to agents in many sections of the country.

Henry L. Mauritsen

Henry L. Mauritsen has been appointed special agent of the Fireman's Fund group in Minnesota to assist State Agent J. W. Olson, who took charge of the entire state the first of the year. Mr. Mauritsen has had a number of years' experience in Minnesota with the National of Hartford.

Walter H. Evart

Walter H. Evart has been appointed special agent for the southeastern counties of Pennsylvania for the Corroon &

Reynolds fleet with headquarters in Philadelphia. Mr. Evart was formerly vice-president of the Independence Fire. He traveled the middle department territory as special agent for 20 years before joining the Independence Fire at the time of its organization in 1924.

D. W. Tozier, L. S. Harvey

Donald W. Tozier, who has been located in Augusta, Me., for four years as junior special agent, will succeed George E. Macomber, who is retiring after more than 40 years' service, as special agent for the North America fleet. Lester S. Harvey goes to Augusta to handle the field work for the Granite State and its parent company, the New Hampshire Fire.

D. H. Manley, J. E. McVoy

D. H. Manley, Michigan state agent of the Sun of London group, has been appointed Wayne county manager, now devoting all his time to Detroit and the county. James E. McVoy, who has been special agent, is made state agent in Michigan.

O. E. Rudrud

O. E. Rudrud, former vice-president and cashier of the First National Bank of Hillsboro, N. D., has gone with the Ed P. Cosgriff general agency of Fargo, as special agent for North Dakota.

R. W. Bayliss

R. W. Bayliss, special agent of the Aetna in Ohio, has been appointed Ohio state agent of the World Fire & Marine, one of the Aetna companies. He was formerly with the Ohio Inspection Bureau. Mr. Bayliss is a brother of W. G. Bayliss, assistant western manager of the Aetna.

Nelson C. Lane

Nelson C. Lane, who as special agent for the New York Underwriters under

State Agent Carl H. Ludwig of Minnesota, succeeds D. W. Swanson, resigned some weeks ago to join the R. M. Neely local agency in St. Paul, is a graduate of the home office with which he has been identified for a number of years, recently as an examiner.

Emil A. Walthers

Emil A. Walthers of Appleton, Wis., who has been special agent of the Security of Connecticut for 20 years in the state, has resigned to devote his time to his local agency at Appleton. He will also supervise the business of the Illinois Fire of Peoria, Ill., in Wisconsin. He planted the Illinois Fire in the state and the business has grown to such proportions as to require more time on his part.

Provide Retirement Benefits

Retirement benefits have been provided for employees of the National Implement Mutual and the Minnesota Implement Mutual Fire of Owatonna, Minn., under a group annuities program which is being underwritten by the Metropolitan Life on a cooperative basis whereby the employer and employees share the cost.

Although the normal retirement age is 65 for men and 60 for women, an employee by special arrangement may retire at an earlier or later age, with the amount of his retirement income adjusted accordingly.

National Security Meeting

C. R. Tuttle of Chicago, western manager of the North America, who has been at Los Angeles, will attend the annual meeting of the National Security Fire of Omaha of which he is president, this week. H. A. Miller, assistant manager of the North America at Chicago, who is also an official of the National Security, attended the meeting. Mr. Tuttle has also been in San Francisco, where he attended a meeting of the Oil Insurance Association group.

1880



1930

SCOTTISH UNION & NATIONAL
INSURANCE COMPANY

UNITED STATES HEADQUARTERS—HARTFORD, CONNECTICUT

NORTH AMERICAN HEADQUARTERS—Hartford, Connecticut

J. H. VREELAND, United States Manager

FIFTIETH ANNIVERSARY
IN NORTH AMERICA

Affiliated Companies:

AMERICAN UNION INS. CO.
Of New York

CENTRAL UNION INS. CO.
Hartford, Conn.

Providing Unsurpassed Indemnity — Exceptionally Qualified to Write All Branches of Fire Insurance

INSURANCE STOCK QUOTATIONS

By H. W. Cornelius & Co., 105 South La Salle St., Chicago, as of Jan. 6

Stock	Par	Bid	Asked	Div. per Share	Stock	Par	Bid	Asked	Div. per Share
Aetna Cas. & S.	10	155	165	1.20	Lincoln F. N. Y.	10	36	41	14.50
Aetna Fire	100	530	545	20.00	Lloyds Cas.	10	22	25	.60
Aetna Life	10	92	95	1.20	Ma. Casualty	25	85	89	5.00
Agricultural	25	130	145	4.00	Mass. Bonding	25	140	160	4.00
Alleghenia	50	300	325	12.50	Merchants, Com.	10	115	135	2.00
Amer. Alliance	10	30	35	1.60	Merchants, Pfd.	100	110	...	7.00
Amer. Auto.	10	80	...	2.00	Mechanics	25	100	...	2.50
Amer. Drug	25	85	...	8.00	Merchants, R. I.	10	20	25	...
Amer. Equitable	5	24	28	1.50	Merch. & Mfrs.	5	22	26	...
American	5	19 1/2	21 1/2	1.00	Metropol., N. Y.	10	11	15	1.00
Amer. Reserve	10	70	80	4.00	Mohawk Fire	25	45	55	...
Amer. Salam.	50	50	54	3.00	National Cas.	10	20	24	1.20
Amer. Surety	25	105	112	6.00	National, Conn.	10	65	70	12.50
Automobile	10	38	41	1.80	National Liberty	5	15	17	*.50
Baltimore Amer.	5	25	27	*.60	National Union	100	240	260	12.00
Bankers & Ship.	25	110	120	5.00	National Surety	50	72	74	5.00
Boston	100	610	660	16.00	New Amster. Cas.	10	35	40	2.00
Brooklyn	5	19	23	...	New Burnswick	10	25	29	1.50
Camden	5	22	24	1.00	New Cent. Cas.	50	85	95	6.00
Carolina	10	26	30	1.40	New England	10	30	40	1.00
Centl. West Cas.	50	48	58	2.00	New Hampshire	10	60	65	1.60
Chicago F. & M.	10	22	26	...	New Jersey	20	40	50	2.00
City of N. Y.	100	520	540	16.00	New York Fire	5	21	26	...
Colonial States	10	17	23	...	Northern	25	115	130	4.00
Coml. Cas.	10	45	50	2.00	North River	10	50	55	1.80
Commonwealth	100	750	...	20.00	N. W. National	25	105	120	*5.00
Constit. Indem.	10	18	24	.50	Occidental	10	24	27	...
Continental Cas.	10	38	41	1.60	Pacific Fire	25	120	140	5.00
Continental	10	58	60	2.00	Pacific Indem.	50	200	215	6.00
Detroit F. & S.	50	36	42	4.00	Peoples Natl.	5	18 1/2	20 1/2	*1.00
Detroit National	25	28	35	1.25	Philadel. Natl.	10	21	25	1.00
Eagle, N. J.	20	70	75	*4.00	Phoenix, Conn.	10	75	79	12.00
Employers Reins.	10	20	22	1.50	Preferred Accl.	20	80	90	...
Federal, N. J.	10	70	80	12.00	Presidential	25	40	48	...
Federal Surety	15	20	30	...	Prov.-Wash.	100	600	650	*20.00
Fidelity & Dep.	50	170	180	8.00	Public Fire	5	17	20	...
Fid. & Guar. Fire	10	39	42	...	Reliance	10	15	20	1.20
Fid.-Phenix	10	64	66	2.00	Republic, Pa.	10	24	28	...
Fire Association	10	35	38	2.50	Rhode Island	10	35	40	1.20
Fireman's Fund	25	100	105	5.00	Rochester-Am.	10	47	51	1.00
Firemen's	10	31 1/2	33 1/2	2.20	Rossia	25	40	42	2.20
Franklin	25	170	180	8.00	Seaboard Surety	10	20	25	...
Ga. Casualty	5	...	15	...	Security, N. H.	25	87	95	3.00
Glens Falls	10	52	56	1.60	Southern Surety	10	24	26	1.60
Globe & Rutgers	100	910	940	24.00	Springfield	25	155	170	4.50
Globe Und. Exch.	...	11 1/2	13	...	St. Paul F. & M.	25	200	210	5.00
Gr. Amer. Indem.	10	40	47	...	Standard Accl.	50	275	320	6.00
Great American	10	32	34	1.60	Stuyvesant	25	40	50	12.00
Great Lakes	10	11	14	1.00	Sun Life	100	2400	2600	25.00
Halifax Fire	10	21	24	1.00	Sylvania	10	22	25	...
Hanover Fire	10	48	51	1.00	Transpor. Indem.	10	15	20	...
Harmonia Fire	10	25	30	1.50	Transpor. Ins.	25	40	50	...
Hartford Fire	10	65	68	12.20	Travelers	100	1425	1450	24.00
Htfrd. St. Boiler	100	550	580	16.00	U. S. Fire	10	58	63	2.40
Home, N. Y.	10	42 1/2	44 1/2	12.00	U. S. Casualty	25	70	80	3.00
Home Fire Secur.	10	19	22	...	U. S. Fid. & Gu.	10	47 1/2	49 1/2	2.00
Homestead	10	21	26	1.00	U. S. Mer. & Ship.	100	300	325	8.00
Hudson Cas.	5	2	4	...	Universal	25	50	60	3.50
Import. & Exp.	25	60	70	4.00	Victory	10	18	22	1.20
Independ. Indem.	10	15	18	...	Virginia F. & M.	25	100	125	4.50
Independ. Fire	5	12	15	...	Westchester	10	50	55	2.50
Ins. Co. of N. A.	10	72	74	*2.00					
Iowa National	10	...	13	...					
Knickbocker	5	30	35	...					

NEWS OF THE COMPANIES

NORTH STAR CONTROL CHANGE

General Alliance is Buying the Company and Will be a Member of Its Fleet

The North Star, which was organized in New York in January, 1925, and is owned by the American Salamandra Corporation, is being sold to the General Alliance and will become affiliated with the General Reinsurance and the United British. President E. H. Boles of the General Alliance negotiated the purchase. It will increase its stock by adding 80,000 shares to be exchanged for the entire capital of the North Star. The North Star is a fire reinsurance company. Its capital is \$400,000 and its statement in September showed a surplus of \$1,699,251. President Boles in speaking of the deal says:

"During the past several years substantial changes have been taking place in the casualty insurance field. There has been evident a marked tendency for fire and casualty companies to become running mates, or to form groups, and many such groups or associations have been formed. The present step is in line with this tendency. The acquisition of a well established fire reinsurance company will enable our subsidiary companies, General Reinsurance and United British, to offer both fire and casualty reinsurance facilities to present and prospective treaty holders.

"It is anticipated that the ability to

provide such facilities will result in the acquisition of new casualty accounts, which, among other things, will offset any reduction on premium volume by reason of the possible tendency of members of groups to interchange casualty and surety reinsurance with each other. It also anticipates that through the present casualty connections many desirable fire participations can be obtained for the North Star. The plan is not essentially one of expansion; it is rather designed to keep abreast of the times in the general field of reinsurance, and to stabilize our underwriting results by broadcasting the scope of our operations. No present attempt will be made to go into the fire business extensively."

Fire Association

President J. W. Cochran of the Fire Association in his report to stockholders concerning last year's business declares that volume increased in 1929 with about the same loss and expense ratios. He said that the stock market conditions have caused more than ordinary interest among stockholders. The market prices of Fire Association securities as of Dec. 1 show a decrease of approximately 3 percent as compared with Dec. 31, 1928.

Providence Washington

The directors of the Providence Washington have recommended that the par value of its shares be reduced from \$100 to \$10.

NEW HAMPSHIRE FIRE INSURANCE CO. AND AFFILIATED COMPANIES



A GROUP OF STRONG COMPANIES with record of many years of service to the agent, at all times in a cooperative spirit, and well earned reputation for prompt discharge of policy obligations in a broad and liberal manner, a basis of management serving to cement a happy relationship with our agents as the years roll on

NEW HAMPSHIRE FIRE INSURANCE CO.
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ORGANIZED 1869

GRANITE STATE FIRE INSURANCE CO.
OF PORTSMOUTH, N. H.

ORGANIZED 1885

PACIFIC STATES FIRE INSURANCE CO.
OF PORTLAND, ORE.

ORGANIZED 1909

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

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FRANK A. POST, Associate Editor
CHARLES D. SPENCER, Associate Editor
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PUBLICATION OFFICE, 41946 Insurance Exchange, CHICAGO, Telephone Wabash 2704
CINCINNATI OFFICE, 420 E. Fourth St., Telephone Main 5781, **RALPH E. RICHMAN**, Manager.
ABNER THORP, JR., Director Life Insurance Service Dept.

NEW YORK OFFICE
80 Maiden Lane, Tel. John 1032
EMERSON SMITH, Eastern Manager
GEORGE A. WATSON, Associate Editor
CHESTER C. NASH, JR., Associate Editor
SOUTHEASTERN OFFICE—ATLANTA, GA.
1517 First National Bank Building
R. J. McGEHEAN, Resident Manager
SOUTHWESTERN OFFICE—DALLAS, TEX.
515 Marvin Bldg., Tel. 2-6570
J. F. GRAHAM, Resident Manager
SAN FRANCISCO OFFICE
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Fitting a Policy to One's Needs

IN CONNECTION with new resolutions, THE NATIONAL UNDERWRITER suggests to the local agency fraternity that in addition to the progressive program it is hoped each has marked out for himself for observance during 1930, critical study be devoted to the conditions of the policy contracts he offers for sale. It may be taken for granted that the average local man is familiar with the terms of the standard fire contracts, but this can not be safely assumed with respect to the use and occupancy and other forms, not so generally sold. It is to these that our recommendation for close reading is directed.

The average agent is prone in his selling talk to direct the attention of his prospect to the general liability assumed under the conditions of the policy, but how many are there who in addition point out the exemptions under the coverage? The conscientious local man will make clear both elements of the contract during his solicitation, rather than wait until a loss occurs and have the omissions cited by an adjuster, creating thereby the impression in the mind of the assured that he has been unfairly dealt with by both company and agent, and causing a loss of his future business by both.

Obviously no policy can be drawn so as to cover every conceivable hazard. The standard contract is devised to protect the average property. Features peculiar to any one risk can usually be assumed

through the medium of a rider, for a slight added premium. When an agent takes the trouble to go over the policy conditions with his client, telling him very frankly the exact measure of the coverage and at the same time the nature of the exemptions, he gains the confidence of the assured and avoids all possible controversy in the event of loss. Fair dealing is appreciated by the assured and must be extended if an agent is to build up a permanent following.

Some agents in their desire to write premium volume will sell a client insurance in excess of his requirements, or a form of coverage of no particular value to him. This practice should be avoided, for in the long run it will make an enemy instead of a friend of the assured. One of the most successful special agents of our acquaintance in his extended field solicitation built up an unusually profitable following for his company and its local representatives by his full and frank explanation of every essential feature of the policy, refusing to sell indemnity unsuited to the needs of a client even when the latter assumed he required it.

The legitimate needs of the average property owner offer a sufficiently wide field for coverage without seeking to foist upon him forms of indemnity unsuited to his requirements. The local man building for the future would do well to bear that fact clearly in mind.

Institutional Advertising and Income Tax

INSURANCE companies are interested in a suit in which the Chicago "Tribune" is involved with the government over the issue whether expense for institutional advertising can be deducted in making up income tax returns. In the "Tribune's" case it has been ruled that it can not deduct this expense. Regular advertising outlay, of course,

is a deductible item. The "Tribune" in its own good will advertising declared that it should be allowed to deduct that expense the same as regular advertising. This is now being contested and the outcome will be awaited with great interest by insurance companies that are interested in institutional or good will advertising.

Industrial Arts Index Used

THE NATIONAL UNDERWRITER is one of the few insurance papers that is now being indexed in the "Industrial Arts Index" published by H. W. WILSON COMPANY of New York City. The "Industrial Arts Index" is a carefully indexed volume of trade

and technical publications that is found in public, reference and company libraries. Anyone desiring, therefore, to find an article in THE NATIONAL UNDERWRITER of consequence can consult the "Industrial Arts Index."

PERSONAL SIDE OF BUSINESS

When **Roy R. Brockett** was campaigning for election as supervisor of the town of Tonawanda, N. Y., in which he resides, last November, he expressed belief that the \$8,000 salary paid to the holder of the office was too high. Much to the surprise and pleasure of his constituents, when he was installed Jan. 1, he asked that the town board reduce his salary to \$5,000. He is vice-president of the A. A. Bettinger Company agency in Buffalo.

The Ancient & Honorable Order of Pelviteers, a very sacrosanct and aristocratic organization, centering around the activities of Indiana Insurance Day, is enlarging its scope somewhat this year. The members are C. D. Lasher, state agent Home of New York; E. M. Sellers, manager Indiana Inspection Bureau; Frank M. Chandler of Chicago, assistant manager Employers Liability; Herbert L. Barr and J. W. Stickney, Indianapolis local agents. The dinner will be held the evening of Jan. 20, which is the day before Indiana Insurance Day. Last year there were four guests invited. This year there will be 15. The rites of the organization are mystic and the ceremonial is said to be greatly involved and patterned after the procedure of a secret sect in the ancient city of Nineveh.

Here are some of the jobs now held by **John R. Wright**, manager of H. J. Drane & Son, local agents at Lakeland, Fla.: President of the local board, president of the Kiwanis Club, director of the state association of agents and manager of the Polk Bond & Mortgage Co. of Lakeland.

Vice-President **John A. Campbell** on behalf of the western field men of the Home of New York presented **C. A. Ludlum**, retiring vice-president of the Home, with a number of gifts when his retirement went into effect last week. Mr. Ludlum has had general supervision of the western division of the Home for years.

F. R. Bigelow, president of the St. Paul Fire & Marine, has resigned as chairman of the Ramsey county welfare board, to which he was appointed a few months ago. Mr. Bigelow is planning an extensive trip abroad and will be away from the city much of the time.

Martin B. Hubbard of Eau Claire, Wis., received a gold watch fob from the Fidelity-Phenix Fire in recognition of his connection with the company for the past 25 years.

Henry G. Buswell, who retired as Chicago manager of the Home of New York group the first of the year, is leaving this week for Honolulu, being accompanied by Mrs. Buswell. They will spend the winter in the Hawaiian Islands. J. K. Lesch has now taken his seat as general manager of all the Home's activities in Chicago.

Albert J. Bromley of the local agency of Cantwell & Bromley of Utica, N. Y., died last week after a long illness. He underwent an operation last spring and never recovered his health. He was 61 years of age.

George E. Macomber, dean of Maine insurance men, retiring as special agent of the North America fleet and the Granite State Fire, after more than 40 years' continuous service, was given a banquet in Augusta, Me., by some 30 special agents covering that field. Governor Tudor attended the dinner and paid his respects to Mr. Macomber. John B. Knox, Jr., of Portland acted as toastmaster, and there were informal talks by several of the specials present, at the conclusion of which Mr. Macomber was presented a leather traveling bag. Mr. Macomber entered the

insurance business in Augusta in 1876 through purchase of a local agency there. Later he was made a member of the New England Insurance Exchange in 1888 and is the second oldest member of the exchange. He has been an agent for the Aetna Fire since 1876 and was a director of the Granite State.

William M. Hoppe, well known local agent at Belleville, Ill., was almost instantly killed last week when an automobile which he was driving ran into a culvert at a low spot on the Mascoutah road, five miles from the city, throwing him through the top of the car, breaking his back and fracturing his skull. His agency was established 30 years ago.

D. A. Brooks, Jr., of Sturgis, Ky., has just celebrated his 87th birthday anniversary and is proud of the fact that for 57 years he has been writing insurance in Sturgis and western Kentucky. In spite of his age Mr. Brooks is hale and hearty and works every day. He has had a colorful life, extending from a country storekeeper to captain on a steamboat, operating on the Cumberland, Ohio and Mississippi rivers. During the war between the states Brooks volunteered to guard the White river bridge near Sturgis from Morgan's raiders. His father, Col. D. A. Brooks, served in the Union army and was a personal friend of General Grant.

Eugene E. Hebert, head of the marine reinsurance department of the Providence Washington, died in a Providence hospital following an operation for appendicitis. Mr. Hebert was a brother of United States Senator Felix Hebert of Rhode Island. He entered the employ of the Providence Washington immediately after leaving school and was regarded as an authority on marine reinsurance questions.

Edwin A. Keeler of Cleveland, Ohio special agent of the Detroit Fire & Marine, and one of the veteran field men of the state, was killed in an automobile accident near Lodi, Ohio, January 3.

Mrs. Keeler was injured in the accident. They were on their way to Bellefontaine to visit relatives. The funeral of Mr. Keeler was held Monday, with interment at Galion. Mrs. Keeler was driving the car when the accident occurred, the machine skidding on the slippery pavement. Mr. Keeler was 61 years old.

M. R. McGruder, who was formerly editor of the "Southern Underwriter" at Atlanta, has joined the "Insurance Field" as associate editor and will be attached to the general headquarters at Louisville. Since the "United States Review" of Philadelphia took over the "Southern Underwriter," Mr. McGruder has been acting as its southern news editor. He has had an extensive experience in daily and trade newspaper field.

Caesar Thomas of Nashville, state agent of the North America, who has been confined to his bed for a number of weeks on account of heart trouble, is in a more critical state. Mr. Thomas is one of the veteran field workers of Tennessee who has the high esteem of all who know him.

Charles J. Lund, general manager of the General Inspection Bureau, who was taken sick while at work in his office in Minneapolis, is confined to his home in a serious condition.

Arthur M. Brown of the general agency firm of Edward Brown & Sons, San Francisco, sailed Jan. 7 for China, accompanied by Mrs. Brown. The travelers will be absent from San Francisco about three months.

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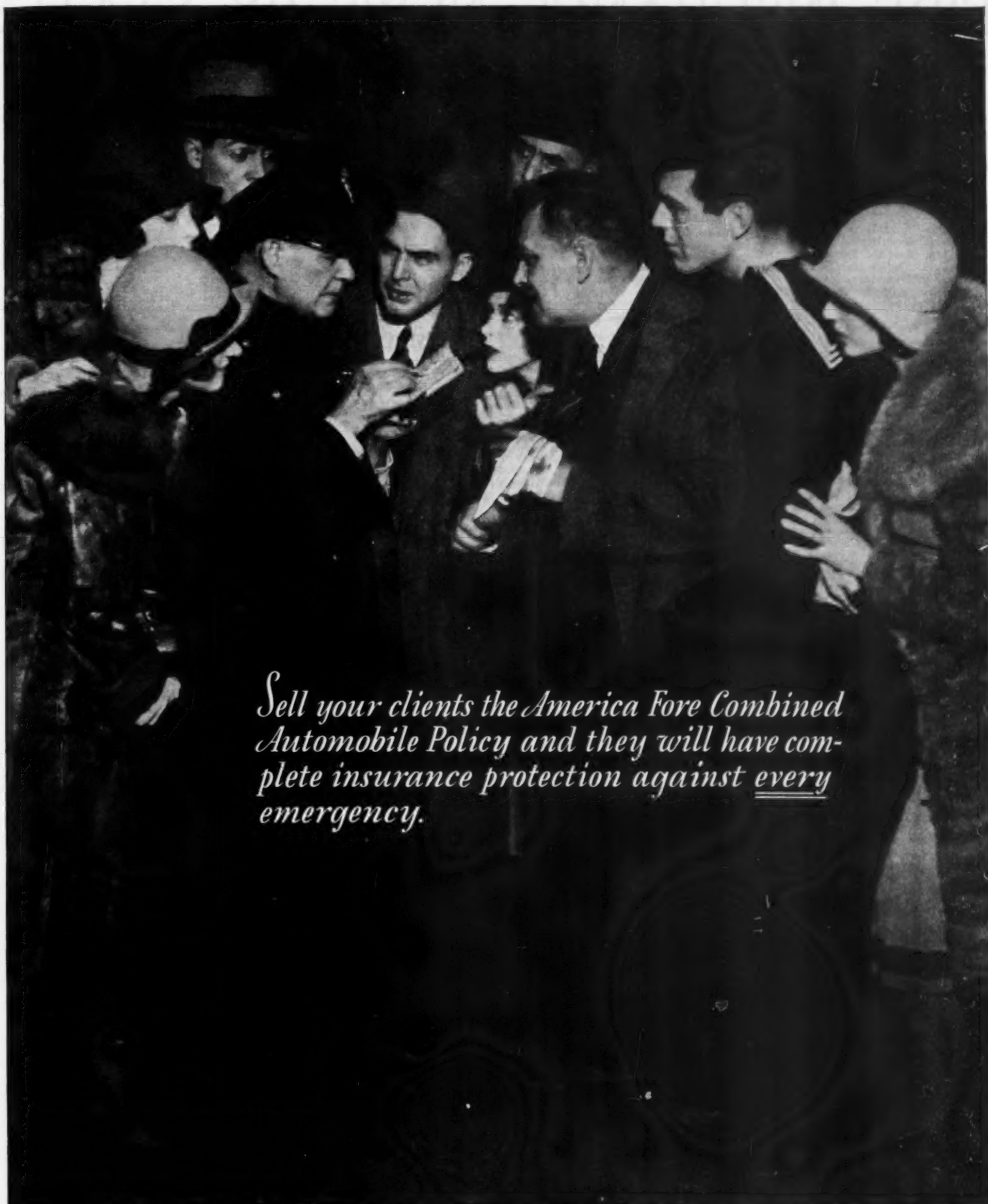
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Automobile Policy and they will have com-
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emergency.*

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 THE CONTINENTAL INSURANCE COMPANY FIDELITY-PHENIX FIRE INSURANCE COMPANY NIAGARA FIRE INSURANCE COMPANY
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 ERNEST STURM, Chairman of the Board
 PAUL L. HAID, President
Eighty Maiden Lane, New York, N.Y.
 THE FIDELITY AND CASUALTY COMPANY
 ROBERT J. HILLAS, President
 SAN FRANCISCO
 NEW YORK CHICAGO DALLAS MONTREAL

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

WEST VIRGINIA RALLY DATE

Field Men's Organization Will Hold Its Annual Meeting in Philadelphia This Month

The annual meeting of the West Virginia Fire Underwriters Association will be held Jan. 16 at the Benjamin Franklin hotel in Philadelphia. The rules committee will meet the day previous.

Conditions in West Virginia remain about as they have been. There are a number of new companies entering the state seeking lodgment. The losses in 1929 will exceed those of the previous year. During the last two months of 1929 West Virginia, the losses amounted to something like \$1,500,000. The Parkersburg fire accounted for nearly \$500,000. There have been a number of coal losses which account for amounts between \$500,000 and \$600,000. The premiums have not increased in the aggregate.

Federman to Get Appointment

Harry L. Federman, Cincinnati insurance adjuster, is to be appointed clerk of the Hamilton county and Cincinnati board of elections. This is an important political position. Mr. Federman has been active in Hamilton county politics for many years, serving as county recorder and also as president of the Blaine Club, the Republican social organization.

Scott Wolf Injured

Scott S. Wolf, well known local agent and independent adjuster of Fremont, O., slipped on an icy walk at his residence, badly spraining his right wrist and shoulder. He has been confined to his home under the care of a physician.

New Toledo Agency

TOLEDO, O., Jan. 8.—The Lucas Insurance Agency, located at 226 Erie

street, has been organized here with Frank H. Landwehr, secretary of the Electric Auto-Lite Co., as president and treasurer, and William A. Cavanaugh as vice-president and secretary. Mr. Cavanaugh is office manager.

Younger Speaks at Bowling Green

Judge C. S. Younger, Ohio superintendent of insurance, will be the principal speaker at a meeting of the Wood County Fire Insurance Association, which will be held in Bowling Green Saturday evening.

May Postpone Blue Goose Meeting

It is possible that the meeting and entertainment of the Ohio Blue Goose, which was to have been held in Cleveland in February, will be postponed until March. This is due to the changes that are expected to be made in Ohio agencies.

Mutual Organizations Meet

The Federation of Mutual Insurance Federations of Ohio will hold its annual meeting in Columbus, Feb. 18 and 19, and the Ohio Mutual Tornado, Cyclone & Windstorm Insurance Association will meet Feb. 20-21. A. F. Little of Covington, O., is secretary of the former organization.

Pioneer Cleveland Agency Moves

CLEVELAND, Jan. 8.—The Bingham & Douglas Company agency, in business 59 years, has moved from the Cuyahoga building, where it has been for 36 years, to 1158-60 Leader building. Messrs. Bingham and Douglas, the founders, both have passed away, but the name has been continued. A. W. Henry, present head of the agency, celebrated his 40th year with it Dec. 31. His two sons, Harold J. and Donald J. Henry, are now associated with him in the agency.

The Zinn & Robins Company, Columbus, O., has been dissolved. It is understood that the new William P. Zinn & Co. organization will continue the business.

vice-president, and Hazen Hafer secretary-treasurer. Miles Ryder was formerly treasurer.

MICHIGAN LOSSES AGAIN LOW

Leading Cities Report Good Fire Records for 1929—Detroit One Million Lower

LANSING, MICH., Jan. 8.—During 1929 Michigan continued its record for annually reducing fire losses, judging by a survey of loss figures for the leading cities of the state. Despite an unprecedented number of alarms, 13,703, Detroit's loss for the past year is placed at \$4,154,775 by fire department officials. This means a reduction of \$1,000,000 or more as the Wayne county loss for 1928, made up almost entirely of Detroit losses, was \$5,425,100. The per capita loss for 1929 will not run over \$2.50. Only 15 fires during the year caused damage of \$30,000 or more.

Flint's decrease in fire loss from 1928 totals was about 33½ per cent, the 1929 total being \$204,258, a per capita loss of under \$1.40.

Saginaw Has Worst Record

Lansing slightly bettered its consistently good record for the past several years when the 1929 loss approximated \$1 per capita, the total being \$102,796. The 1928 per capita loss was \$1.08.

Saginaw, slightly smaller in population than Lansing, had the worst record in the state with a total loss of \$643,413, nearly twice as great as the 1928 total. A business block which was burned during the year accounted for more than a third of the total.

Pontiac maintained an especially good record, its total loss of \$81,830 for the year, a big reduction from \$150,000 for 1928.

Jackson's loss amounted to \$186,229, about the same as for 1928. This makes a per capita loss of well over \$2.

Muskegon Hits Low Mark

Muskegon had a loss total of \$99,135, the lowest in recent years and amounting, on a per capita basis to \$1.76. The 1928 loss was over \$196,000. In Muskegon Heights, an adjacent community, the loss totaled \$25,600, a decrease of some 50 percent from the 1928 figures.

A big reduction was recorded in Battle Creek where the 1929 loss was \$89,000 as contrasted with \$382,511 for 1928.

A good record was made by Benton Harbor, the loss for the year amounting to only \$13,986, a per capita figure of about 80 cents. The worst record among the smaller communities was that of Adrian, where the loss totaled around \$350,000 because of one fire which destroyed the American Show Case Company's factory.

GRAND RAPIDS' GOOD RECORD

City Cuts Down Its Very High Loss Ratio Remarkably by Intensive Effort

Grand Rapids, Mich., reduced its fire loss in 1929 by 50 percent, making its loss for the year the lowest in the history of the city. The total loss per capita for last year was 96 cents. This remarkable record has been reduced in six years from \$7.78 by a year-round fire prevention campaign inaugurated by the Grand Rapids Association of Commerce and carried on during the past few years with the cooperation of the Grand Rapids Safety Council and the Grand Rapids fire department.

The attention of Grand Rapids was centered on its fire losses in 1923 and 1924 when its losses amounted to \$1,172,676 and \$1,077,031 and per capita losses of \$7.78 and \$6.86. These large

losses caused prospective industries to look elsewhere because Grand Rapids insurance rates were prohibitive.

In 1925 and 1926 Grand Rapids won honorable mention in the United States Chamber of Commerce contest and won first place in 1927, and 1928 honorable mention again.

This end has been obtained by year-round educational campaigns to prevent fires and an intensive schooling of the Grand Rapids fire department. The following figures tell the story by years:

Year	Total Losses	Average Per Capita Population	Loss
1919	\$ 757,601.87
1920	218,735.62
1921	545,396.29
1922	677,908.77
1923	1,172,676.78	149,912	\$7.78
1924	1,077,031.32	156,893	6.86
1925	815,888.78	161,705	4.98
1926	312,825.49	166,250	1.88
1927	290,830.54	172,586	1.68
1928	348,891.21	178,235	1.98
1929	176,882.25	183,053	.96

Arson Arrest in Detroit

DETROIT, Jan. 8.—A series of three explosions, followed by a fire, completely destroyed the wholesale grocery house of John La Fata & Co., 3003 Humboldt avenue. John B. La Fata, lessee of the property and operator of the grocery company, is being held on a charge of arson.

Police say that La Fata ordered tenants living in the rear of the store and on the second floor of the building to move a week ago. One family left immediately and the other moved the day before the fire. Another suspicious circumstance is that La Fata had recently taken out \$35,000 of insurance on his stock, placing the business with three companies. The building is owned by Joseph Kupka and was leased by La Fata.

Loss at Battle Creek Airport

BATTLE CREEK, MICH., Jan. 8.—Fire starting in stored gasoline from a short circuit in an airplane motor resulted in a \$50,000 loss at the Battle Creek municipal airport, Jan. 3. The Duplex hangar at the airport was completely destroyed, with a loss of \$30,000 and two planes parked in the hangar, valued at \$15,000 each, were badly damaged. The flames spread to the office of the Davis & Felix Airways, but were extinguished before causing much damage there. Two other hangars on the field were far enough from the fire to be safe.

Michigan Notes

Incorporation papers have been filed by Murphy & O'Brien, well-known Detroit agency. Incorporators are Clem W. Murphy, Detroit; Robert E. O'Brien, Birmingham, and John E. Murphy, Detroit.

Fire in a two-story apartment and store building at 1214-20 North Saginaw street, Flint, Mich., resulted in a loss estimated at \$50,000. The fire started in a drug store in the block and damaged that store, three other stores and the apartments above.

Voters at Flint, Mich., are to be given an opportunity greatly to improve the city's protection at a special election Jan. 21 when a \$1,500,000 water bond issue will be submitted. The city's present water supply, limited by inadequate equipment, is far from sufficient to assure proper fire protection.

George J. Renner, chief of the Monroe, Mich., fire department for 12 years, and a member of the department for 36 years, resigned the first of the year and Edward Dubois, who has been a captain in the department for eight years, was made chief. The Monroe department was recently reorganized under the direction of the Michigan Inspection Bureau.

At Mattoon, Ill., Ben Uran has purchased the F. R. Evans Insurance Agency, which is one of the old time offices in the city. Mr. Uran has been in the mercantile business and more recently has operated a finance company. Miss Nettie Cooper will continue to be associated with the agency, which will be known as the Evans Insurance Agency. She was formerly with the Splitler & Noble agency.

CENTRAL WESTERN STATES

BUSY WEEK AT SPRINGFIELD

Field Men Will Hold Meetings and Will Inspect the City Next Week

Next week will be a big one at Springfield, Ill. The Illinois State Fire Prevention Association will meet and inspect the city Tuesday and Wednesday. There will be a dinner Monday night. On Wednesday the Illinois State Board and Illinois Field Club will meet. The fire prevention association will perhaps have a business meeting Wednesday afternoon. In view of the change in complexion of company organizations, there will be a new alignment in membership of the field organization. The Blue Goose decided not to have a dinner.

Conditions at Michigan City

The National Fire Protection Association reports that considerable work remains to be done in Michigan City, Ind., although it has had a favorable fire record for a number of years. The fire department is undermanned. Some additional equipment is needed. There is no drill power. The fire alarm is unsafely housed and inadequate. There is no building inspector. Local fire prevention ordinances are lacking.

VOTE SOLE AGENCY BASIS

Lansing Agents Fortify Constitution—Change Name of Association—Reelect Official Staff

LANSING, MICH., Jan. 8.—Members of the Lansing local board decided at their annual meeting here to insist that companies appoint but a single Lansing agent apiece, and all agreed that they would not represent any carrier which would not abide by this sole agency basis in this territory. The Lansing association's constitution has long contained a provision recognizing the sole agency principle, but previously there was little effort to enforce it. Agents who attended the meeting and approved the step represent 90 percent or more of the local board membership.

The name of the organization was also changed from the Lansing Association of Fire & Casualty Underwriters to the Lansing Association of Insurance Agents. The new name, it is felt, will bring out to a greater extent the affiliation of the local group with the state and National bodies, conforming as it does to the nomenclature of the larger organizations.

Old officers are to be retained for the year, with the exception of the treasurer, whose duties were combined with those of the secretary. Carl Trager was reelected president, Evarts Rouse as

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

LOYALTY GROUP

JANUARY 1, 1929, STATEMENTS

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President
ORGANIZED 1855

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-Pres't

FIREMEN'S INSURANCE COMPANY

OF NEWARK, N. J.

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$63,349,645.94*	\$19,562,549.89	\$16,000,000.00*	\$27,787,095.95*	\$43,787,095.95*

HENRY M. GRATZ, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1853

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

THE GIRARD F. & M. INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 6,036,606.06	\$ 2,834,467.72	\$ 1,000,000.00	\$ 2,202,138.34	\$ 3,202,138.34
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NEAL BASSETT, President
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1854

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-Pres't

THE MECHANICS INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 4,881,357.40	\$ 2,770,413.44	\$ 600,000.00	\$ 1,510,943.96	\$ 2,110,943.96
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NEAL BASSETT, President
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1866

JOHN KAY, Vice-Pres't and Treasurer
ARCHIBALD KEMP, 2d Vice-Pres't

NATIONAL-BEN FRANKLIN FIRE INS. CO.

OF PITTSBURGH, PA.

\$ 5,021,040.43	\$ 2,502,743.59	\$ 1,000,000.00	\$ 1,518,296.84	\$ 2,518,296.84
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A. H. TRIMBLE, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1871

NEAL BASSETT, Vice-Pres't
ARCHIBALD KEMP, 2d Vice-Pres't

SUPERIOR FIRE INSURANCE CO.

OF PITTSBURGH, PA.

\$ 4,837,239.59	\$ 2,492,228.84	\$ 1,000,000.00	\$ 1,345,010.75	\$ 2,345,010.75
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W. E. WOLLAEGER, President
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1870

JOHN KAY, Vice-Pres.
ARCHIBALD KEMP, 2d Vice-Pres't

CONCORDIA FIRE INSURANCE CO.

OF MILWAUKEE, WIS.

\$ 5,359,804.52	\$ 2,486,092.08	\$ 1,000,000.00	\$ 1,873,712.44	\$ 2,873,712.44
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CHARLES L. JACKMAN, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1886

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

CAPITAL FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 666,598.88	\$ 196.08	\$ 300,000.00	\$ 366,402.80	\$ 666,402.80
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CHARLES L. JACKMAN, President

ORGANIZED 1905

M. R. JACKMAN, Vice-President

UNDERWRITERS FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 175,689.24	\$ 000.00	\$ 100,000.00	\$ 75,689.24	\$ 175,689.24
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CHAS. H. YUNKER, President
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1852

JOHN KAY, Vice-Pres't
ARCHIBALD KEMP, 2d Vice-Pres't

MILWAUKEE MECHANICS INSURANCE CO.

OF MILWAUKEE, WIS.

\$12,792,945.35	\$ 7,243,098.89	\$ 2,000,000.00	\$ 3,549,846.46	\$ 5,549,846.46
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J. SCOFIELD ROWE, President
J. C. HEYER, Vice-Pres't

NEAL BASSETT, Chairman of Board
E. J. DONEGAN, Vice-Pres't and Gen'l Counsel
EARL R. HUNT, Vice-Pres't
A. H. HASSINGER, Vice-Pres't
WM. P. STANTON, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1874

S. WM. BURTON, Vice-Pres't
S. K. McCLURE, Vice-Pres't
E. G. POTTER, 2nd Vice-Pres't

METROPOLITAN CASUALTY INSURANCE CO.

OF NEW YORK, N. Y.

\$15,452,308.70	\$10,173,698.43	\$ 1,500,000.00	\$ 3,778,610.27	\$ 5,278,610.27
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C. W. FEIGENSPAN, President
WINTON C. GARRISON, Vice-Pres't and Treasurer

ORGANIZED 1909

W. VAN WINKLE, Vice-Pres't and Gen. Mgr
E. C. FEIGENSPAN, Vice-Pres't

COMMERCIAL CASUALTY INSURANCE CO.

OF NEWARK, N. J.

\$14,975,568.30	\$ 9,975,568.30	\$ 2,500,000.00	\$ 2,500,000.00	\$ 5,000,000.00
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TOTAL OF ASSETS

\$133,548,804.31**

TOTAL OF LIABILITIES

\$60,041,057.26

TOTAL NET PREMIUMS

\$50,467,137.06

WESTERN DEPARTMENT

844 Rush Street
Chicago, Illinois

H. A. CLARK, Manager

H. R. M. SMITH

JAMES SMITH FRED W. SULLIVAN

Assistant Managers

EASTERN DEPARTMENT

10 Park Place
Newark, New Jersey

CANADIAN DEPARTMENT

461-467 Bay Street
Toronto, Canada

MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT

60 Sansome Street
San Francisco, California

W. W. & E. G. POTTER,
Managers

JOHN R. COONEY
Assistant Manager

*As of April 6, 1929. **Includes stock holdings in other insurance companies on capital and surplus basis.

Attractive-- but what's inside

How often have you been attracted to a book and started to read it because it was beautifully bound only to find that between attractive covers there was nothing to hold your interest—nothing that would make you want to finish reading the volume—nothing that goes below the surface?

Appraisals, sometimes, are like attractively bound books—they scratch the surface but do not go below that. Lloyd-Thomas appraisals, however, are thorough. They consider every detail—even the smallest. They classify each unit of your client's property and a detailed description shows at a glance the entire history including present day replacement costs.

Think what it means to your client to have such a complete record of his property after a loss! Here is an actual proof of the loss which enables an equitable and rapid adjustment to be made.

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"ITS ADVANTAGES"—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance."

The Lloyd-Thomas Co.

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Detroit
Pittsburgh
Minneapolis
Atlanta
Berlin

Indianapolis
Memphis
Kansas City
Des Moines
London

NEW YORK UNDERWRITERS INSURANCE COMPANY

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

100 William Street - - - New York City

FIRE - AUTOMOBILE - WINDSTORM
BUSINESS INTERRUPTION INDEMNITY

STATES OF THE NORTHWEST

ADMIT 18 NEW COMPANIES

Wisconsin Has 801 Carriers Writing Business—Taxes Total \$2,505,261, Increase of \$130,000

MADISON, WIS., Jan. 8.—During 1929 thirteen fire insurance companies and five casualty companies were admitted to do business in Wisconsin. There are now 801 companies authorized to transact insurance business in Wisconsin. Of these 349 are fire insurance companies, 205 town mutuals, 142 casualty, 40 life, and 65 fraternal benefit societies.

Estimates for the past year show that persons in Wisconsin have purchased over \$125,000,000 for all forms of insurance protection. On the business done in Wisconsin by licensed companies, the state collected in taxes and fees, \$2,505,261, which is an increase of about \$130,000 over the previous year.

A strong and consistent effort has been made by the insurance department to rid the state of unauthorized insurance but, due to persons accepting policies of insurance from such companies, some of this type of insurance has persisted.

Have Not Taken the Monarch

It was stated in a recent issue that Baumann & Gordon of Winona, Minn., had taken the general agency of the Monarch Fire of Cleveland. The firm states that this is not the case.

Minneapolis Board Annual Dinner

MINNEAPOLIS, Jan. 8.—The annual dinner meeting of the Minneapolis Board will be held Jan. 13. Garfield W. Brown, insurance commissioner, will be the principal speaker.

Surety Talk to Insurance Club

MINNEAPOLIS, Jan. 8.—A. E. Adams, branch manager of the American Surety, was the speaker at the January 7 meeting of the Insurance Club of Minneapolis. He discussed various phases of surety writing, in which he is one of the veterans in this section.

Beloit Group Issues Report

The Insurance Underwriters Association of Beloit, Wis., has issued a report of its work during 1929 to acquaint the public of Beloit with the work which insurance men perform for the city. The Beloit association is composed of fire, life and casualty agents and has C. F. Kindschi as president; William J. Tucker as vice-president, and A. J. Mathison, secretary-treasurer.

May Extend Garage Ordinance

MILWAUKEE, Jan. 8.—An amendment to the garage ordinance of Milwaukee has been proposed. A public hearing has been held regarding it by the building code committee of the common council. The major change in the ordinance as recommended by the building code committee would be the granting of permission for construction of garages below apartment houses and offices.

Increase County's Coverage

WISCONSIN RAPIDS, WIS., Jan. 8.—An increase of \$184,000 in insurance on building and property of Wood county has been voted by the public property committee of the county board of supervisors. The increase brings the total amount of insurance carried by Wood county to approximately \$1,100,000.

Blue Goose Heard Talk on Adjustments

MINNEAPOLIS, Jan. 8.—Charles L. Mahagan, assistant manager of the Western Adjustment, spoke on "Adjustments" before a large crowd at the weekly luncheon of the Minneapolis Blue Goose. William F. Kunze will address the club next week on the city welfare department. Plans were also made for the

annual dinner-dance, which is to be held Feb. 22.

Minneapolis Losses Less

MINNEAPOLIS, Jan. 8.—Fire losses in Minneapolis for 1929 were \$485,372 less than for the preceding year. Figures furnished by Charles Johnson, head of the fire prevention bureau of the state fire marshal's office, show that the losses for 1928 amounted to \$1,744,214, while 1929 showed a loss of \$1,258,841.

Losses in Wisconsin Cities

Fire losses in Racine, Wis., decreased in 1929, totaling \$77,398 as compared to \$239,789 for the previous year, including \$30,346 on buildings and \$32,044 on contents. Insurance losses paid on buildings were \$29,123 and \$30,467 on contents.

Wausau's 1929 losses aggregated \$559,667, compared with \$104,000 in 1928. The record loss is accounted for by four large fires last year, one at the Cereal Mills Company in June resulting in damages estimated at almost \$208,000. Of the loss in 1929, \$284,000 was on buildings and \$275,600 on contents. Insurance collected on these losses amounted to \$224,000 for buildings and \$235,000 for contents.

No Change in Neckerman Agency

MADISON, WIS., Jan. 8.—R. J. Neckerman of the Neckerman Agency here has clarified a statement recently published concerning a connection between Mr. Neckerman and the National Guardian Life, which caused some persons to assume that Mr. Neckerman was making an active connection with that company. It was explained that life business of the Neckerman agency will be placed with the National Guardian Life, but there has been no change in the organization of the Neckerman Agency, which continues with R. J. Neckerman as its head.

Court Fight on Mutual Merger

ST. LOUIS, S. D., Jan. 8.—A hot contest has developed over the attempt of the management of the South Dakota Employers Protective and the Sunshine Mutual to complete a consolidation of these two companies.

There has been a scramble between the management on the one side and the opposition on the other side to secure enough proxies for use in the annual stockholders' meetings to be held in Sioux Falls Jan. 15. This scramble has resulted in the opposition to the present management going to court asking an injunction against the activities of the present managers of the companies, H. F. Borneman and W. A. Swark. The injunction is asked on the ground that the present management is using company funds, equipment and personnel to secure proxies against the wishes of those who are on the outside and doing what they can to secure the necessary proxies to control.

Helm Made Federation Secretary

MINNEAPOLIS, Jan. 8.—Clyde B. Helm of Faribault has been named secretary of the Insurance Federation of Minnesota to succeed the late E. A. Sherman. Mr. Helm has been serving as secretary of the Faribault chamber of commerce.

Wisconsin Notes

The Milwaukee Board held a dinner meeting Jan. 8. Plans for projects which the board will feature during 1930 were discussed.

Articles of incorporation for the Hugo Wegener Insurance Agency, Marshfield, Wis., have been filed. Incorporators are H. Wegener, W. M. Johnson and G. Brandt.

The three patrols of the Milwaukee Board answered 187 alarms in December and 26 special duty calls. While on 171 hours of fire duty the patrols traveled 616 miles and spread 1,039 stock covers and five roof covers.

Victor Rutter has been appointed to the engineering department of the Wisconsin Inspection Bureau, working out of the Milwaukee office. Mr. Rutter, before his association with the bureau,

was with the state fire marshal's office in Michigan.

Minnesota Notes

The Minnesota department has licensed the Lincoln Fire of New York.

Six arrests have been made of arson suspects in Minnesota the past week and four of those taken have confessed. This was the result of activity of state fire marshals in various parts of the state. Two arrests were made at Dodge Center, two at St. Cloud and one each at Minneapolis and Winona.

A spectacular blaze in the heart of the theater district of Minneapolis Sunday night destroyed a two-story building at 12 South Eighth street. The building was chiefly occupied by the Baldwin Piano Company, with small millinery, music and paint shops adjoining.

The fire, which is believed to have started in the rear of the paint store, caused damages estimated at about \$200,000.

Dakota Notes

Ray D. Warner of Warner Brothers Insurance Agency, Fargo, has been nominated for president of the Fargo chamber of commerce.

J. M. Sutherland, Fargo's fire chief, was ordered by the city commission to inspect buildings in the city about which complaints have been received as to possibility of fire hazards.

The Helling Agency, Bismarck, N. D., has been incorporated with \$25,000 capital by George C. Helling, Milton Rue, L. B. Sowles and Erwin J. Rue of Bismarck.

spection Bureau will give a paper at the meeting next week on "The Underwriters Laboratories."

Field Men Find Collections Good

KANSAS CITY, MO., Jan. 8.—As a general proposition field men found less difficulty in collecting balances at the end of 1929 than ever before. This was largely due to the cooperative effort of the field men through the Missouri Field Club and the Missouri Fire Underwriters Association.

Gas Station Rates Disapproved

TOPEKA, KAN., Jan. 8.—The new fire insurance schedule on gasoline filling and service stations which provides a lower rate for those owned by corporations than those individually operated has been disapproved by the Kansas insurance department as discriminatory. It refuses to allow the stations to be classified according to ownership.

Iowa Blue Goose Luncheon

DES MOINES, Jan. 8.—The first noon-day luncheon of the Iowa Blue Goose for the new year was attended by 66 members, the largest of the season. Most Loyal Gander J. P. Fellows expressed appreciation of the large attendance and introduced visiting guests. Announcement was made of the Blue Goose annual dinner and dance Jan. 11. Members were urged to be present at the inspection at Vinton, under the auspices of the Iowa State Fire Prevention Association. J. W. Strohm, state fire marshal, was present at the luncheon and expressed his appreciation of the services rendered his department by members of the order.

Extend Rural Fire Protection

DES MOINES, Jan. 8.—With the development of Iowa's extensive paved highway program has come a demand on the part of residents of rural districts for fire protection similar with that enjoyed by the town and city folk. A recent legislative enactment gives city councils the authority to form alliances with rural communities in organizing mutual fire fighting service. The latest town to take advantage of the new order is New Sharon, Mahaska county. An organization composed of 75 leading farmers has been formed that is to be affiliated with the fire department of that city. The expense of such service is met from a membership charge, the cost to be governed by the distance of farm property from the city. Special equipment will supplement that used by the municipality so that in case of a fire at the same time both in city and country protection will be available. A fire alarm system over rural telephone connections is provided.

Will Inspect Higginsville, Mo.

A town inspection will be conducted by the Missouri State Fire Prevention Association at Higginsville, Mo., the latter part of January. For the first time in many months the organization will revert to the former plan of inspecting a town. All of the field men will gather and make a thorough inspection of the entire community in one day.

Kansas City Fire Loss Drops

KANSAS CITY, MO., Jan. 8.—Kansas City experienced its lowest per capita fire loss in 12 years in 1929, according to the annual report of Lee Johnson, director of the fire department. The total loss was \$1,531,876, or \$3.13 per capita. This included \$794,839 damage to buildings and \$737,046 to contents. The fire loss for 1928 was \$1,821,911.

Doyle to Address Credit Men

DES MOINES, Jan. 8.—C. J. Doyle, associate general counsel of the National Board, will address the Des Moines Credit Men's Association Jan. 21, speaking on the various insurance coverages offered by stock fire companies. Chester E. Ford will be chairman of the meeting.

Wichita Insurers' Ladies Night

WICHITA, KAN., Jan. 8.—The Wichita Insurers will hold their annual ladies' night Friday of this week at the Shirkmore Hotel. Duane T. Stover, chairman, announced the program at the regular meeting of the board. An after-dinner address will be given by S. A. Long, president of the Wichita chamber of

commerce. Families of members, as well as office employees, are invited and about 150 members and guests are expected.

New Wichita Staff Adjuster

George M. Montgomery, manager of the Wichita office of the Western Adjustment, announces the addition of Guy W. Barnes as a staff adjuster, with headquarters at Wichita. Mr. Barnes has been connected with the Carey Investment Company agency of Hutchinson for the past two years, devoting much of his time to adjustments.

Iowa Notes

The insurance business of the late E. C. Reindl, Manly, Ia., has been purchased by H. G. Beck.

The Monday Blue Goose luncheon of the Iowa field men at Des Moines are now being held at the Ransom tea room, 708½ Locust street.

Roscoe W. Hall, who died recently in Des Moines, was well known in Adel, Ia., where he at one time built up a good insurance business, later sold to the Russell-Dawes company. Mr. Hall had been in ill health for a number of years.

Mrs. Anna E. Loomer has reentered the insurance business at Mason City, Ia., with her husband, C. L. Loomer. Mrs. Loomer was formerly with the Springfield Life but has been out of the insurance business for eight years.

The Charles F. Chambers agency in Des Moines has been merged with the G. A. Holland & Co. agency. Offices have been consolidated with the latter agency at 711 Register & Tribune building. Mr. Chambers has been in the insurance business in Des Moines continuously for 16 years.

Kansas Notes

Friends of Charles K. Foote of the Bittling-Foote Woodward Agency of Wichita, president of the Kansas Association of Insurance Agents, are extending their sympathy because of the death of Mr. Foote's mother last week.

Paul Phillips, for the past two years connected with the Topeka office of the Western Adjustment, has been transferred to Salina, where he will work with A. A. Steinmetz as a resident adjuster under the supervision of the Topeka office.

L. C. Hopper, local agent at Corbin, Kan., and cashier of the Corbin State Bank, and the assistant cashier were victims of bank robbers Jan. 6. All available cash, totalling about \$1,500, was scooped up by the bandits, who made a clean getaway.

C. E. Payne, special agent for the Retailers Fire of Oklahoma City, has been transferred to Wichita, where he will have headquarters in the future as the Retailers is now being operated out of Wichita as a running mate to the Central States Fire, with Roy E. Ehlert, president of the Central States, as manager.

Missouri Notes

The L. J. Sherwin Insurance Agency, 2316 Tennessee avenue, St. Louis, has been appointed a Class 1 agent for the Central Union. It formerly operated as a Class 2 agency.

Fred L. Heller and Albert H. Lampertz, formerly solicitors for Hoffman, Son & Co., of St. Louis, have entered the agency field for themselves as Class 2 agents. Both will have offices at 355 Pierce building.

Nebraska Notes

Under the auspices of the chamber of commerce and the local fire department, the Nebraska State Fire Prevention Association will make an inspection of Nebraska City Jan. 15.

Damage of \$14,000 was done by a fire at Hastings, Neb., that gutted the Kipp building, the principal losers being the Democrat Publishing Company, the Steele Insurance Agency and Dr. Frank Schaffelberger. The loss is largely covered by insurance.

Fire Jan. 1 destroyed Knox Bros. general store at Riverdale, a suburb of Kearney, Neb., with an estimated loss of \$24,000, of which \$20,000 was on the stock. The Rickman cream station adjoining was damaged. Cause of the fire has not been ascertained. The Kearney department assisted at the fire. Insurance is estimated at \$15,000.

Add "The Handbook of Fidelity & Surety Bonds" by G. R. Wentz to your library. Price \$1.50. Order from The National Underwriter.

IN THE MISSOURI VALLEY

FAVOR NEW KANSAS TAX LAWS

Solons Approve Report of Committee Providing for 2 Percent Tax on Domestic Companies

TOPEKA, Jan. 8.—The members of the Kansas legislature are favorable toward the enactment of the new insurance tax laws proposed by the tax code revision committee last month. This was disclosed by the poll being taken by Governor C. M. Reed of members of both branches of the legislature on the various features of the code report. On the insurance tax revision the members of the house voted 52 to 13 for the report and the members of the senate voted 16 to 4 in favor of it. The governor is considering calling the legislature into special session about Feb. 1 to act upon certain features of the tax code.

Domestic Favoritism Eliminated

The report of the committee provides for Kansas companies to pay the 2 percent premium tax the same as foreign companies. The mutual fire companies and the fraternal which do not set up a reserve against each policy are exempt. For years the Kansas companies have been exempted from the gross premium tax, as it was regarded as an inducement for the organization of companies in this state and was intended to permit them to reduce the rates to that extent and thus offer an inducement to citizens to buy policies in Kansas companies. The code report provides for deductions from the gross premiums to the amount of the premiums returned and dividends paid to policyholders; the reinsurance premiums paid and the amount of the increase in the legal reserve. This is approximately the same basis as that provided for foreign companies except the increase in the legal reserve.

Anderson Goes With Cavanaugh Co.

E. F. Anderson, formerly a partner in the local agency of McLellan & Anderson at Grand Island, Neb., after disposing of his interests in that firm has entered the field for the Cavanaugh Company, general agents at Omaha. This general agency represents all lines for the Harmonia Fire and Homestead Fire in Iowa, Nebraska and Kansas. Mr. Anderson's local agency experience has kept him in close touch with agency problems and procedure and he is likewise a seasoned adjuster. He will operate directly out of the Omaha headquarters of the Cavanaugh Company.

Omaha Loss Over Million

Omaha reports a fire loss for 1929 of \$1,155,017, of which only \$43,815 was not covered by insurance. The value of property endangered exceeded \$37,000,000, on which insurance of \$26,000,000 was carried. The \$300,000 loss attached to the burning of the Transmississippi Grain Company elevator was the heaviest of the year, but there were two others where loss was large, one of \$90,000 and another of \$78,000.

SEEK LOWER HAIL RATES

Kansas Farmers Want Decrease Because of Good Experience in 1929—Prepare Data

TOPEKA, KAN., Jan. 8.—There is a good deal of interest being taken in the hail rates for 1930 in Kansas. The stock companies have not yet filed their schedule but it is expected during the present month. The farmers in the western part of the state, where the big wheat business is written, are preparing to demand a lower scale this year than for 1928, the last schedule authorized in the state.

In 1929 the companies filed a schedule that increased the 1928 rates materially, following what was said to have been the worst hail year in the history of the state but the schedule was disapproved. The companies declined to work out a new schedule last year so the 1928 rates remained in effect. Although the companies announced that they would not write business in 1929, some of them later changed their minds and wrote limited lines in some counties. The companies enjoyed a good year in 1929 and the farmers are insisting that this good year should be reflected by proper adjustments of the rate schedules for 1930. Several organized groups of farmers are at work compiling statistical information which will be laid before the department whenever the new hail schedule is filed and the date is set for a public hearing on the 1930 rates.

Rate Conference Planned

TOPEKA, KAN., Jan. 8.—A final effort to effect a basis upon which a compromise of the Kansas fire insurance rate case may be reached is to be made at a conference at the office of the governor the latter part of January. Holmes Meade of Topeka, chairman of the Kansas Association of Insurance Agents committee, in charge of the compromise plan, has arranged for a conference on either Jan. 16 or 31. Mr. Meade will confer with the company managers in Chicago in an attempt to secure their consent for a committee representing them to attend the conference. The state officials will not issue an invitation to the conference but are willing to attend in an attempt to end the long drawn out suit.

Discuss Automobile Financing

WICHITA, KAN., Jan. 8.—"Automobile Finance Insurance" was discussed at the meeting of the Central Kansas Field Men's Club this week by Harry B. Brown of the Northwestern National. Guests at the meeting were Frank W. Sutton of Coffeyville, Earl F. Woods of the Smith-Stone-Snyder Agency of Wichita, C. C. Crowe and E. P. Doyle of the Wichita office of the Underwriters Adjusting, recently established; C. E. Payne of the Retailers Fire, and Guy W. Barnes of the Western Adjustment, now connected with the Wichita office. The four latter men were voted to membership. Carl Bailey of the Westchester presided in the absence of R. A. Gamble, president. Vernon B. Steenrod of the Kansas In-

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STATES OF THE SOUTHWEST

WANT MORE EFFECTIVE LAW

Fort Worth Grand Jury Condemns the Laxity of Texas Statutes Dealing With Arson

The Tarrant County (Fort Worth) grand jury which adjourned Dec. 31, in its report submitted to Criminal District Judge George Hosey made a special report on arson in Fort Worth, criticising the present Texas statutes covering arson and recommending to the legislature the passing of a more effective arson law. The grand jury's report was as follows:

Change in Law Urged

"During 1929 several arson complaints were submitted to the grand juries. Only two indictments on such complaints have been returned, due to the fact that under the present Texas statutes defining the offense it becomes almost impossible to produce sufficient evidence to secure a conviction. In the meantime the city and county suffer from a large number of incendiary fires, which means a high economic loss and results in higher fire insurance rates. We seriously recommend that the state legislature and the courts join in an effort to amend the present arson laws."

OKLAHOMA SITUATION BAD

Bryan County Indicates in Violent Manner Its Disinclination to Punish Incendiaries

NEW YORK, Jan. 8.—In their consideration of risks submitted from Bryan county, Okla., close to the Texas line, fire underwriters should bear in mind the extreme difficulty they would encounter in substantiating a claim of arson in the event of a challenged loss. Several state officials hold that convictions for the crime under existing conditions in the territory are well nigh impossible.

Witnesses Are Intimidated

Such is the disrespect for law and order that witnesses in court are frequently shot at or otherwise intimidated, and as a concrete instance it is pointed out that for his temerity in testifying for the prosecution one witness had his throat slashed, for which offense the guilty person was penalized \$25. The justice who imposed sentence considered that through such procedure the majesty of the law had been upheld.

Under the Oklahoma statute as interpreted by the state supreme court, to maintain a charge of arson, a fire insurance company must establish its contention "beyond a reasonable doubt." In view of conditions the prospect of a company's winning an arson case in that jurisdiction is not particularly bright.

EARP IS NEW PRESIDENT OF OKLAHOMA CITY BOARD

OKLAHOMA CITY, Jan. 8.—Officers for the ensuing year were elected Saturday by the Associated Fire & Casualty Underwriters of Oklahoma City, as follows: Ancel Earp, president; John S. Adams of McCullough & Adams, vice-president; Leland Booth, Gould Insurance Agency, secretary-treasurer. These officers with the following members, comprise the executive committee: E. R. Ledbetter, Harry Carlin, F. Wiley Ball and C. E. Stickley.

Sam H. Stewart, secretary-treasurer of the Oklahoma Insurers, who has recently transferred his residence here from Tulsa, was a special guest. Mr. Stewart has opened a general agency in the Mercantile building. He formerly was connected with Pearce, Porter & Martin of Tulsa.

AUDIT BUREAU SIDETRACKED

Texas Movement So Far Has Not Secured Sufficient Support to Warrant Its Establishment

The Texas Audit Agency, which was to go into effect Jan. 1, will have to postpone the date of its active operations, as a sufficient number of companies have not yet stated they intend to cooperate. The committee in charge declares that at least companies doing 75 percent of the business should join. Cravens, Dargan & Co., general agents at Houston, evidently have decided not to cooperate. The firm states that the more it investigates and thinks over the matter the less it is inclined to favor it. In the house organ the firm says that it has been stated that business written through the Oil Insurance Association, Cotton Insurance Association and Interstate Underwriters Board and other syndicates will not be required to pass through the audit agency.

Therefore, the whole movement is held in abeyance until greater cooperation can be secured. The backers of the audit system claim that through cooperation of this kind much expense can be cut off and a great deal of work could be done that will otherwise fall on individual companies.

MAKES COMMENT ON TEXAS

Company Official Gives Impartial Review of the Commission Litigation in the State

One of the company officials in commenting on the Texas commission litigation, says:

"There have been a number of news items relative to conditions in the Texas insurance world, and particularly in regard to two suits affecting agents' commissions. Because the two suits have been mentioned in the same news dispatches, some confusion has arisen as to their separate identity and their relation to each other.

"The first case is that of the Texas attorney general vs. Potomac and Merchants & Manufacturers Fire which for brevity is hereafter referred to as the 'Potomac case.' The second court action is that of four Dallas fire companies, which have appealed from the order of the board of insurance commissioners fixing commissions to be paid agents by companies in Texas. This case might be called the 'agents' commission case.'

Based on Different Laws

"The two suits are based on entirely different laws. The Potomac case, now finally decided, was based on the anti-trust law of Texas. It will be remembered that the Potomac and the Merchants & Manufacturers agreed between themselves to pay not more than a certain maximum commission to any agent, on the principle that agents' commissions entered into the cost of protection to policyholders. Therefore the principal point at issue was whether the agreement had any effect on the price paid by the public for fire insurance. The higher courts held that it did, and that it was therefore violative of the anti-trust laws. The decision seems to recognize that commissions paid to local agents is an indispensable part of the rate paid by the public.

Based on Commission

"On the other hand, the order of the board of insurance commissioners, from which certain Dallas companies are appealing, is based on the fire insurance commission law in Texas. Under that law the state government has set up machinery for making fire rates, a thing which the fire companies themselves are prohibited from doing by the anti-trust

law. The board contends that under the fire insurance commission law it has the authority to control the controllable elements entering into the rates. The largest element, the loss ratio, cannot be controlled by law. The next largest element, agents' commissions, can be regulated by law. The board's order is intended to regulate commissions.

Action of the Court

"When the board promulgated its order, it circularized agents stating that full penalties would be exacted of all violators. The contesting companies decided that neither they or their agents are subject to penalties and asked for an injunction restraining the board from threatening insurgent agents with penalties, and requiring the board to retract all threats already made. The court did restrain the board from making further threats, but refused to require it to retract any statements already made as to penalties. The court further specifically refused to pass on the question as to whether contesting companies and non-conforming agents were subject to penalties, leaving that point open until final disposition of the agents' commission case, of which the injunction proceedings were a minor part. The agents' commission case was set for trial Jan. 6, but has been reset for trial at a later date.

View on Potomac Case

"In several dispatches it was made to appear that the contending companies had won a signal victory through the injunction decision. It was further made to appear that the decision in the injunction case would affect the final disposition of the suit as a whole, to the extent that the final decision of the court would not uphold the board's commission order. In view of the actual facts, it seems that the most that could be said of the decision in the Potomac case in its relation to the impending agents' commission case, is that the Potomac case verdict tends to support the position taken by the board of insurance commissioners that agents' commission is a factor involving the final price of insurance to the policyholder; but, as stated two entirely different laws are involved, and the decision in one case has no direct bearing on the other.

Companies Supporting the Board

The nine Texas companies which are supporting the board of insurance commissioners in its order have employed Wright Morrow, a Houston attorney, to assist the board when the case is tried. The companies are: American General of Houston, Trinity Fire of Dallas, Western National Fire of San Antonio, Security National of Galveston, National Standard of Houston, Fidelity American of Houston, Great States of Dallas, Industrial of Dallas and Security Union of Houston.

Texas Department Changes

J. G. Vaughan has resigned as deputy life insurance commissioner of Texas to become Texas general agent of the Continental National Life of Denver, which is just entering Texas. Mr. Vaughan has been connected with the Texas department several years.

Jess D. Carter, actuary and office manager of the fire insurance division of the insurance department, has been appointed to succeed Mr. Vaughan.

San Antonio Maintains Low Record

SAN ANTONIO, TEX., Jan. 8.—Fire department officials of San Antonio believe that a new low record for fire loss among all American cities of the 300,000 population class has been established in this city for 1929.

The loss for the first six months of 1929 was placed at \$70,145, of which \$54,045 was insured. Though figures are not available for the final half of the year, it is believed that the average loss during that period will be comparable to the first six months, in which case San Antonio will have established a new record, according to figures compiled by the National Board.

San Antonio led all Texas cities in 1928 as well as for the four-year period

1924-1928 for the lowest amount of fire loss.

Lubbock Secures Reduction

Lubbock, Tex., has secured a key rate reduction of 5 cents by reducing its 1929 fire loss to \$55,000, which makes the per capita loss little more than half that for the nation as a whole. Compilation of the statistics was made the event of a firemen's banquet, when the city manager and commissioners were spokesmen and toastmaster.

Hobart Gets Rate Reduction

Fire insurance rates have been reduced in Hobart, Okla., following action of the Oklahoma Inspection Bureau. Reductions made were from 56 cents on dwellings and household goods to 18 cents, and from 74 cents on garages and barns to 65 cents. It is calculated to save policyholders of the city more than \$108,000 annually.

Langston Opens New Agency

HOUSTON, TEX., Jan. 6.—Ernest Langston, for eight years with Cravens, Dargan & Co. as manager of the casualty and surety departments, has opened an agency in the San Jacinto Trust Company building.

Mr. Langston will be agent for the Export and will represent fire and casualty companies managed by Cravens, Dargan & Co. Upon his resignation from that company he was given a handsome desk set in appreciation of his services.

Open Oklahoma City Branch Office

OKLAHOMA CITY, Jan. 8.—Pearce, Porter & Martin of Tulsa have established a branch office at 412 Tradesmen's National Bank building, this city, to handle western Oklahoma for the Southern Surety, for which they are general agents. The firm will also do local business here under the direction of H. L. Farish, formerly in the bond department of the Tulsa office.

Makes Oklahoma City School Survey

OKLAHOMA CITY, Jan. 8.—The Oklahoma Inspection Bureau, under the direct supervision of C. T. Ingalls, manager, has completed a survey of Oklahoma City public schools. This survey was made upon request of the school board after the members had reviewed a similar report made in 1929 on Tulsa public schools.

The interest of the school board in this report is evidenced by the fact that in the bond election for new school buildings, for repairs of older buildings and for equipment which was held and carried Dec. 16, provisions were made for expenditure of from \$1,000 to \$2,000 on seven of the older buildings in carrying out the recommendations outlined in this report. While the full survey has just been completed, the bureau, at the request of the school board, furnished complete reports in advance on the seven buildings in question.

Superintendent Barton has expressed his appreciation of the unselfish service of the stock fire companies, through the Oklahoma Inspection Bureau, in making the survey without any cost whatever to the school board.

Two Agencies Non-affiliated

The Security Insurance Agency of Ponca City, Okla., has gone on a non-affiliated basis with the acquisition of agencies for the Mill Owners Mutual of Iowa and the American Home Fire, one of the Frelinghuysen group. Announcement has also been made that the E. P. Cansler agency of Enid has gone non-affiliated.

Require Fireproof Exteriors

OKLAHOMA CITY, Jan. 8.—The city council has adopted an ordinance requiring that business houses along the main highways entering the city must have fireproof exteriors. While the matter of fire hazard was the first consideration, it is pointed out that it will add to the appearance of the buildings as well.

Announce Oklahoma Inspections

OKLAHOMA CITY, Jan. 8.—James A. Atkinson, secretary of the Oklahoma Fire Prevention Association, has announced an inspection at Sand Springs Jan. 9. The farm committee of the as-

sociation will start an educational campaign at Calumet, Jan. 10.

Mr. Atkinson, who is also secretary of the Oklahoma Fire Chiefs Club, has called a state wide meeting here Jan. 20. The executive board of the Oklahoma Firemen's Association also will meet with the committee headed by J. B. Taplin, director of the firemen's school. Plans will be promulgated for the organization of the school work.

Inspects Fire Protection

MILWAUKEE, WIS., Jan. 8.—Frank R. Daniel, chief engineer of the Wisconsin Inspection Bureau, last week inspected the water system at Kewaskum, Wis., which has just been completed. Previous to this time the village, with a population of 800, did not have a water supply. The past week Mr. Daniel supervised the testing of a new fire engine at Cleveland, and one for Germantown. The improved fire protection which small cities, towns and villages are attempting to secure is reflected in these inspections, Mr. Daniel believes. The new fire engine purchased by Madison, Wis., was inspected Jan. 6.

Heavy Texas Losses Reported

DALLAS, Jan. 8.—The end of the year and the first few days of the New Year brought Texas the annual epidemic of fires, largely mercantile. Two fires, one at Cedar Hill and one at Groesbeck, totaled loss of above \$60,000, with about 50 percent insurance. A garage with 12

automobiles and two trucks at Hearne, stored by the Chevrolet dealer and the state highway department, netted loss of \$10,000, partly insured. The grandstand at Texarkana, the Atlanta Hotel at Galveston and the Sides ice plant at Blanket suffered damages of \$21,000. Dry goods store fires at Bryan and McKinney and a lumberyard fire at Port Arthur added almost another \$100,000 and the court house at Bonham still another \$100,000. A mercantile district fire at Temple caused damages of more than \$150,000, while one at Stamford added \$50,000.

Oklahoma Notes

The Calhoun Dry Goods Company, Muskogee, Okla., suffered fire loss of \$60,000 to stock and fixtures. The loss, estimated at 40 percent, is fully covered by insurance.

F. Wylie Ball, retiring president of the Associated Fire & Casualty Underwriters of Oklahoma City, has been made a member of the board of directors of the Oklahoma City chamber of commerce.

Texas Notes

Miss Jacqueline Nisbet, daughter of Frank A. Nisbet, adjuster for the America Fire group at its Dallas, Tex., office, has been nominated for the beauty section of the "Cactus" yearbook of the University of Texas, where she is a student.

IN THE SOUTHERN STATES

SPECIAL TAX IS PROPOSED

Mississippi Solon Would Levy \$1 per \$1,000 on All Fire Insurance Written in State

JACKSON, MISS., Jan. 8.—A proposal to levy a special tax of \$1 per \$1,000 on all fire insurance written in Mississippi has been made by Dr. S. B. Key, a house member of the ways and means committee. He states that this would bring the state in about \$1,000,000 per annum and help wipe out a deficit of more than \$4,000,000 now facing the state.

Brown Adds Engineering Staff

LOUISVILLE, Jan. 8.—Frank H. Brown of the Brown & Martin agency, president of the Louisville Board, has secured W. H. Williamson, formerly in the Kentucky-Tennessee field for the America Fore group, as special agent and will employ a safety engineer, not yet named, who will inspect and work with the liability department of the agency, which represents the Employers Liability as general agent. Mr. Williamson is very well known as an engineer and fire rating expert.

Will Inspect Ashland, Ky.

George L. Frank, secretary of the Kentucky Fire Prevention Association, has announced an inspection at Ashland Jan. 29-30. The chamber of commerce, Rotary, Kiwanis and Lions Clubs, Parent-Teacher Association, fire and police departments and Boy Scouts are cooperating. Harry ("Smoky") Rogers will attend the meeting and appear before the school children.

Louisiana Leaders Meet

President Matt G. Smith of the Louisiana Insurance Society called a meeting of the executive committee in Baton Rouge this week. The members are Matt G. Smith, Baton Rouge; L. A. Williams, Crowley; Warren Berwick, Baton Rouge; G. A. Thomas, Natchitoches; Albert M. Dreyfuss, Shreveport; Charles M. Samuels, New Orleans; George A. Petrie,

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Alexandria; Captain E. L. Kidd, Ruston, and William Rodriguez, Monroe.

Alabama Ruling in Effect

All insurance companies operating in Alabama are required to report for taxation only direct premiums. Reinsurance premiums received are not required to be reported except reinsurance premiums received from unauthorized companies, according to a ruling by Superintendent Thigpen.

Alabama Committee to Meet

The executive committee of the Alabama Association of Insurance Agents will meet in Birmingham the latter part of January, probably Jan. 24. A decision will then be reached as to the time and place of holding the 1930 convention. The Montgomery Board has invited the association to hold its meeting there.

Louisville Loss Low in 1929

LOUISVILLE, KY., Jan. 8.—In spite of a \$35,000 fire here Dec. 30, loss figures for 1929 are close to \$750,000, a fair record as compared with past seasons back, according to the fire chief. This is about half the loss in 1924, 1925 and 1926, when losses ran about \$1,500,000 annually. Fire prevention work is said to be having its effect.

Gadsden, Ala., Rerated

Gadsden, Ala., will undergo a revision in fire insurance rates following an agreement between city officials and the Southeastern Underwriters Association. The city will have a strictly second class rating minus 5 percent provided the city meets certain requirements. City officials are to meet this week to pass ordinances regarding waste, a new building code, the purchase of a car for the fire department chief and the appointment of a building inspector.

The new rate will give Gadsden the lowest fire insurance rate in Alabama with the exception of Birmingham.

Carter Takes Over General Agency

Bernard P. Carter has acquired the interest of Edward D. Tupper in the general agency of Carter & Tupper at Richmond, Va., and will hereafter conduct the business under the style of B. P. Carter, general agent. For the present Mr. Tupper will continue as office underwriter, it is announced. While he is not yet prepared to announce his plans for the future, it is understood that he contemplates resuming field work. For some years before forming the partnership with Mr. Carter he was special agent of the Home of New York in Virginia. The general agency, which

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was launched Oct. 1, will continue representation of the same companies, the City of New York, National Security, Bankers & Shippers and Halifax.

Kentucky Collections Fair

LOUISVILLE, KY., Jan. 8.—Collections in Kentucky are fair and many field men report satisfactory balances. However, it has taken a great deal of special effort to keep the collections up to date and has taken the field men from their planning and inspection work. It is reported that a number of agents in the state are going to have their supplies taken up early in 1930.

Insurance Women Name Officers

NASHVILLE, TENN., Jan. 8.—Miss Mickey McClaren was elected president of the Women's Insurance Club of Nashville at its annual meeting. Other officers chosen were: Miss Gertrude Hanley, vice-president; Miss Annie Mai Goodman, secretary; and Mrs. Rexie Graves, treasurer. Miss Clara Vacot, retiring president, was presented with a large loving cup.

Memphis Rubbish Fires

In 1928, 1,112 out of 3,198 fires at Memphis, Tenn., were due to grass and rubbish fires.

Kentucky Notes

Col. Frank A. Lyon of Louisville, a leading insurance agent for 25 years, is dead at the age of 75.

The Kentucky Fire Underwriters Association, Union field club in Kentucky, held its first meeting of the new year in Louisville Jan. 7.

John G. Leake has retired as county judge of Simpson county, Ky. He was in the insurance business before his appointment to that office by Governor

Sampson to fill a vacancy, and will return to insurance work.

Ray B. Moss of Pineville, Ky., and his associates have purchased the Pineville Insurance Agency from H. H. Asher and Robert D. Asher and will operate it in the future as the Pineville Insurance Company. The agency recently took over the Jones-Smith Agency.

Virginia Notes

A volunteer fire department has been organized at Middleburg, Va. Fire chiefs of several neighboring communities already equipped with such departments made talks at the organization meeting, pointing out advantages of adequate fire protection in lowered insurance rates.

The Richmond local board has contributed \$100 toward a fund for financing the fireproofing of historic St. John's Episcopal Church in that city. It is planned to establish an outside heating plant to replace the present hazardous plant beneath the edifice. It was in this church that Patrick Henry delivered his famous Revolutionary speech, "Give me liberty or give me death."

Glenn C. Hood is under arrest charged with setting fire to two vacant frame dwellings in Schoolfield, suburb of Danville, Va., owned by Andrew Perides, restaurant keeper of that community. As a result of an alleged confession from Hood implicating Perides, the latter was also arrested charged with conspiracy to burn the property to collect the insurance. The property was insured for \$5,000 and carried a mortgage of \$2,200.

Southern Notes

Fire of undetermined origin practically ruined the town of Townley, Ala., last week. Five of the eight stores were destroyed and losses were placed at \$100,000, partly covered.

John M. Rau, 64, well known local agent at Hutchinson, Kan., was killed Jan. 3 when he was knocked down by a motor car at a downtown corner.

ON THE PACIFIC COAST

FIRE UNDERWRITERS MEET

Sessions Set for San Francisco, Feb. 3-4—Blue Goose to Stage Minstrel Show

SAN FRANCISCO, Jan. 8.—This year's meeting of the Fire Underwriters Association of the Pacific will be held here Feb. 3-4, according to announcement by President Thomas H. Anderson, Pacific Coast manager of the Liverpool & London & Globe.

Monday evening the San Francisco Blue Goose will hold its annual ceremonial and banquet. The entertainment will take the form of an old time minstrel show with the glee club forming the background. Walter H. Young, Harry Nason, W. T. Barr and H. J. Newman will be end men.

In accordance with time-honored custom, George V. Lawry, vice-president of the Fire Underwriters Association, will be elevated to the presidency at the final session and will be installed at the annual banquet. This year the big dinner will be arranged by B. A. Sifford, chairman, H. L. Simpson, John P. Breeden and Charles L. Barsotti.

Names Grossmayer Agency

Phil Grossmayer Company of Portland, Ore., has been appointed general agent of the Northwestern Fire & Marine of Minneapolis, Joy Lichtenstein of San Francisco, Pacific Coast manager of the Hartford Fire and its subsidiaries, announces. The Grossmayer office has operated more than 20 years, representing the Granite State, Commercial Union, Travelers Fire, Importers & Exporters, Mechanics & Traders, Northern of New York, Carolina and New Hampshire Underwriters.

R. M. Levison Honored

SAN FRANCISCO, Jan. 8.—Robert M. Levison, son of J. B. Levison, president of the Fireman's Fund, has been appointed chairman of the fire prevention

committee of the junior chamber of commerce, succeeding Thos. H. Larke of Rule & Sons. Mr. Larke was guest of honor at a luncheon Jan. 7 and was presented with a fitted traveling case in recognition of his effective work the last year. Jay Stevens, chief of the fire prevention bureau of the National Board, paid eloquent tribute to Mr. Larke's achievements.

Oil Association Meeting

SAN FRANCISCO, Jan. 8.—The Pacific Coast annual meeting of the Oil Insurance Association was held here Monday with C. R. Tuttle, president, presiding. H. M. Carmichael, general manager of the association, also attended the meeting, which was in the nature of a report on activities of the organization, the past year. Pacific Coast members were informed that the association had maintained its conservative policy of underwriting and that it enjoyed a "normal year in income and losses." Messrs. Tuttle and Carmichael left San Francisco for Chicago Monday night. Mr. Carmichael has been on the coast for several weeks visiting the oil fields.

Frank S. Louis Dead

SAN FRANCISCO, Jan. 8.—Frank S. Louis, special agent for the Connecticut, Westchester and Virginia Fire & Marine with headquarters in San Francisco, died at his home Jan. 3 after about two weeks illness. He had been with the office for the past two years. Mr. Louis has been in fire insurance for a number of years, at one time serving the National Union and other companies. He has three brothers, Sam, Henry and William, who are connected with San Francisco fire offices.

Meet in Helena Feb. 26

The midwinter meeting of the officers and directors of the Montana Association of Real Estate Dealers & Insurance Agents will be held Feb. 26 in Helena. This date has been selected in view of the fact that it will immediately follow the meeting of the Northwest Development Congress.

Instead of making this meeting one for the officers and directors only, an

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invitation is being extended to all real estate and insurance agents. A full day session will be held, the insurance and real estate departments each having their own sections and meetings.

Mitchell With North America

R. A. Mitchell, underwriter for the marine department of the Automobile of Hartford on the Pacific Coast for the past few years, has resigned to become associate manager for the inland marine lines of the North America and will be located in San Francisco.

Parker Takes Coast Post

Norris W. Parker, formerly of Buffalo, N. Y., has been appointed executive special agent for the National Union Fire, with headquarters in San Francisco. He will leave Jan. 15 for the Pacific Coast.

Netherlands Field Changes

SAN FRANCISCO, Jan. 8.—C. C. Stutt, manager for the Netherlands, announces that W. H. Brown has been transferred from the northern California territory to Portland. He will cover Oregon for fire and automobile insurance. Mr. Brown is succeeded in the northern California territory by F. H. Gorham, for the past six years a special agent for the Employers Liability.

Berkeley Agents Organize

The Berkeley (Cal.) Association of Insurance Agents has been organized with R. E. Connolly, president; W. A. Porter, vice-president, and George Dekay, secretary. The new organization is a community unit of the East Bay Insurance Exchange.

Coast Notes

William H. Breeding, retired insurance manager of San Francisco, has left for a trip to Havana. He is accompanied by Mrs. Breeding and their two children.

The garage and show room of the South Arizona Auto Company, Douglas, Ariz., was entirely destroyed by fire with loss of more than \$80,000, fully covered. Nineteen automobiles were burned.

Percy V. Long, assistant general counsel of the National Board, was the principal speaker before the luncheon meeting of the San Francisco Blue Goose Jan. 6.

Mountain Field Activities

VOTE ON NEW COMMISSIONS

Revised Scale of Western Underwriters Association Is Put Before Mountain Supervisory Committee

The Rocky Mountain supervisory committee, consisting of members of the Western Union, Pacific Board and Western Insurance Bureau, is now voting on putting into effect the new commission schedule adopted at Philadelphia by the Western Underwriters Association. This undoubtedly will be approved. The members are voting on it by mail. It is likely that a meeting of the committee will be held in the near future. W. N. Achenbach has been appointed a member of the committee by the Western Underwriters Association to succeed J. A. Campbell of the Home.

WANTS PERMANENT FUND FOR STATE HAIL COVER

DENVER, Jan. 8.—The first year's operations of the state hail insurance department closed with a balance of \$31,284. T. D. Detamore, commissioner, shows in his annual report. The insurance written was \$541,598, on which the premiums amounted to \$57,329. Losses paid were \$26,045. In addition to the balance left from operations the department had \$5,180 remaining from the original \$15,000 appropriated to the department by the legislature. The small

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volume of risks assumed was attributed by the commissioner to seasonal conditions and the meager information reaching the farmers.

The commissioner declared that his department ought to set aside the net gains of each year until the total equals 50 percent of the average gross income, in order that all claims may be paid promptly. "The farmer who suffers a loss needs the payment early in September," he added, "in order to finance his crop for the next year." All losses of

last season were paid by Oct. 1, he said.

Findings of the first season's operations indicate there are areas and crops for which the expiration date is too early, the commissioner said.

General Agency Takes Larger Quarters

DENVER, Jan. 8.—Braerton, Simonton, Brown, Inc., general agents, formerly known as the Braerton & Forsyth Company, have outgrown their present quarters in the Gas & Electric building and will take additional space, increasing the space now occupied about 50 percent.

EASTERN STATES ACTIVITIES

REPORT ON BOSTON LOSSES

Mayor's Committee Makes Exhaustive Survey of Conditions Which Give City Highest Ratio

BOSTON, Jan. 8.—Obsolete building construction, an inadequate code of building regulations, inefficiency in the fire department, ineffectiveness of the state department of public safety, political interference with the appointment of city fire commissioner, and negligence of property owners are the principal factors which give Boston the highest fire loss ratio of any city in the United States, according to a voluminous report of 300 pages and many tables presented to Mayor Nichols by the mayor's committee on fire insurance rates in Boston.

The indictment of the fire department is as severe as is the characterization of the inadequacy of the building code and the friction between the Boston fire department and the state fire marshal's office over the enforcement of building laws and other regulations for the prevention of fire.

Political influence is one of the causes of fire department inefficiency and its manifestation, according to the committee, is clearly shown in the law which makes the office of fire commissioner a political football.

Boston's insurance premiums are not excessive as compared with other cities of similar fire losses, says the committee, which adds that it is quite possible to reduce fire losses by one-half and if such reduction was made and sustained a reduction in rates would reasonably follow.

The survey recommends changes in the arson law and includes a statistical study which indicates arson increases as business conditions tend to become depressed. The report points to grave

defects in fire prevention inspection work and declares that desired efficiency can be obtained by the immediate and substantial enlargement of its personnel.

URGES SELF-INSURANCE ACTS

New York Mayors' Conference Sponsors Move to Put Counties and Municipalities in Business

ALBANY, N. Y., Jan. 8.—Two bills to authorize New York counties and municipalities to establish self-insurance funds, with particular reference to fire cover, and sponsored by the New York State Conference of Mayors, a body of so much influence that it has come to be regarded as a "third house" of the legislature, are certain to be introduced this year with the recommendation that they constitute a necessary economy measure.

During the 1929 legislative session a bill was introduced at the request of the board of supervisors of a county to permit a plan of self insurance against fire losses. It provided that the board of a county outside Greater New York might adopt such a plan by resolution, subject to approval of the insurance superintendent, and also that cities, villages and towns therein might participate on an assessment basis.

Another measure allowed a county to set up mutual insurance against misappropriation, unlawful expenditure, or otherwise, of municipal funds. When a loss occurred, it was to be assessed against municipalities in proportion to their equalized tax worth. Provision was made in both measures for creation of a limited fund to meet contingencies. The bills did not receive serious consideration.

The mayors' conference says in support of the plan:

"Increases in municipal budgets are

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causing officials to reduce expenses wherever possible. Many are considering the advisability of reducing or eliminating appropriations for fire insurance. We recommend the enactment this year of two laws, one which will permit the establishment of municipal insurance funds, and prescribe how such funds shall be created and administered, and the other which will authorize a county insurance plan of self-insurance such as was proposed last year in senate bill introductory 751."

BIMPSON IS GENERAL AGENT

Assumes Jurisdiction Over Five States for Commercial Union Organizations

The Commercial Union Assurance announces the promotion of Raymond F. Bimpson to general agent of the New Jersey department.

Mr. Bimpson has been with the Commercial Union for more than 19 years, starting as a rate checker and map clerk in the Texas department and later serving as an examiner in the southern department. When the southern department moved to Atlanta, Mr. Bimpson was transferred to the New Jersey department under the supervision of General Agent G. H. Miller.

After the death of Mr. Miller, a little over a year ago, Mr. Bimpson succeeded him as head of the department, with the title of assistant general agent, and his present promotion to general agent in charge of New Jersey, Delaware, Maryland, District of Columbia and West Virginia for all of the companies in the Commercial Union organization is a well deserved recognition of his loyal and intelligent service.

BOSTON FIRE RATES REDUCED

Board Issues New Schedules on Fireproof Theaters, Hotels and Office Buildings

BOSTON, Jan. 8.—A reduction in rates on fireproof theaters, hotels and office buildings has been made by the Boston Board, to apply as of Jan. 1, for office buildings, and as of Dec. 2 on theaters.

The reductions applying on fireproof office buildings—buildings principally occupied as offices—amounts to approximately 13 percent, in specific cases running higher and in other cases lower. Reductions in rate on fireproof hotels, applying on both buildings and contents, is about 15 percent. The reduction of rates on fireproof theaters is approximately 25 percent. This includes contents as well as buildings.

The insurable value of the office buildings in Boston affected by the reduction is estimated at \$85,000,000, the hotels at \$25,000,000 and the theaters at about \$15,000,000.

Mayors Fight Over-insurance

Ease with which some property owners in New York are able to get over-insurance has prompted the New York State Conference of Mayors to investigate the practice in its annual report and recommendations to the state assembly. "The problem is a serious one," the mayors state. "In response to the demands of fire and safety officials, the mayors' conference create a committee to investigate and if possible, to suggest a solution. The committee was composed of representatives of the National Board of Fire Underwriters, the local agents' association, the state insurance department, the state fire chiefs' association and the mayors' conference. We urge the legislature this year to enact a law, recommended by the committee, which will require insurance agents and brokers, and owners of insured property, to give to fire or police chiefs any information about insurance they may request. It is believed that such a law will greatly help to reduce the number

of fires, for which over-insurance is responsible."

Connecticut Insurance Day in April

It has been decided to hold the annual Insurance Day in Hartford some time in April instead of during the mid-year. As in former years the leading insurance men of Connecticut will be back of the program, including James Case of Norwich and Donald North of New Haven.

Probe Incendiary Fires in Maryland

BALTIMORE, Jan. 8.—Following an investigation into a series of fires, believed of incendiary origin, in the loop section of Salisbury, Robert Windsor has been charged with starting the fire in a warehouse at the mill of C. R. Disharoon & Co., Dec. 11.

Investigation of several recent fires is being made by Joseph F. Daugherty, special investigator for the state insurance commission. Losses of approximately \$76,500 have been sustained in the past few weeks from fires which Chief F. A. Greir, Jr., and local authorities say were incendiary. These fires include the Disharoon mills, the Insley & Mitchell cannery, railroad company shops and the Railroad Interchange.

New York Agencies Incorporate

ALBANY, Jan. 8.—In December 30 New York agencies were incorporated, 19 in Greater New York and 11 elsewhere in the state. The new companies are:

New York City (Manhattan and Bronx)—Clinton S. Downes, Inc., W. K. Peacock & Son, Fred J. Walters, Inc., Lee, Robinson & Co., Cutler-McAvoy, Inc., Actuarial Research Associates, Faith, Robert & Stein, Criterion Brokerage Company, Goluboff-Alperin Corporation, Michaud-Steffens, Inc., Bureau of Credits of New York, Beneficial Thrift, Inc., Morris Williams & Sons, Continental Eagle Corporation, Brandenburg & Co., James & William Smith, Inc. Brooklyn—Treiber Agency and L. Tritzky, Inc.

Elsewhere in state—Marland W. Rollins, Inc., Bronxville; Charles G. Kells, Inc., Oswego; Bellows & Warren, Yonkers; Forbest & Porter, Rochester; C. H. Hutchinson Agency, Chatham; Karlein, Kirkpatrick & Snyder, Brookhaven; Acker & Lavery, New Rochelle; W. R. Ticknor, Inc., Mt. Kisco; Jay Cotton Co., Mount Vernon; Britton Insuring Agency, Binghamton; John D. Kinney Co., Ithaca.

Would Bar Non-admitted Advertising

BOSTON, Jan. 8.—Because certain non-admitted companies have been advertising in newspapers printed in Massachusetts and broadcasting advertisements over radio stations, Commissioner Merton L. Brown is asking the legislature to enact a law similar to that in effect in Connecticut to prohibit such practices.

"The purpose of such advertising," says Commissioner Brown, "is no other than to induce our citizens to procure insurance from such companies which pay no taxes here, are not subject to our supervision, cannot be sued in this state, and are engaged in unfair competition with duly licensed companies. In fact some of these companies are absolutely unreliable and could not qualify for a license under the laws."

New Pennsylvania Group

The Mid-Valley Fire & Casualty Association has been organized at Olyphant, Pa., and its membership includes local agents between the northern boundary of Scranton and Archibald. George Hrickeo of Olyphant and Dickson City was elected president and Leo Lavin of Olyphant was elected secretary. At the final organization meeting Manager Frank D. Moses of the Pennsylvania association, was present along with a delegation from the Scranton exchange.

N. Y. Assembly Insurance Committee

ALBANY, N. Y., Jan. 8.—There are five changes in the state assembly's insurance committee it is announced by Speaker Joseph A. McGinnies. Stone of Onondaga county, a Republican lawyer, continued as chairman. The Republican committeemen are: Merriam of Schenectady, an insurance man; Catchpole of Ontario, retired, succeeding Gedney of Rockland, who was not reelected; Garn-jost of Westchester county, lawyer; Mc-

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Kay of Monroe, general insurance man; Dickey of Erie; Cornaire of Jefferson, and Boyce of Warren, lawyers; Potter of Suffolk, accountant and auditor, succeeding Knapp of Sullivan, and Thistlethwaite of Herkimer, real estate man, succeeding Hunt of Queens.

F. A. Miller, theatrical booking agent, succeeding Tonry of Kings, Theodore of New York, lawyer, succeeds Conroy of New York, who resigned from the assembly to become legislative bill drafting commissioner, and Dineen of New York, lawyer, are the Democratic members.

Mutuals Give New Year Party

BOSTON, Jan. 8.—The first annual New Year party of the Mutual Fire Insurance Association was attended by more than 100 guests, representing 17 of the 23 mutual fire companies belonging to the association. Frank L. Brigham of Andover presided as toastmaster.

Perry Is in Charge

NEWARK, Jan. 8.—Following the retirement of Special Agent W. H. Chant

from the service of the State of Pennsylvania, N. Y., has been elected president of the Kiwanis Club of that city for 1930.

The firm of Rowland & Baker has been organized at Erie, Pa., to succeed the L. F. Zahniser Company. K. C. Rowland, former Buffalo insurance man, is president of the new company.

Three insurance men are among the 18 candidates who are seeking election as directors of the Buffalo chamber of commerce. They are Owen B. Augspurger, president of the Guardian Casualty; Dexter P. Rumsey, and Richard L. Wood, local agents.

Eastern Notes

MOTOR INSURANCE NEWS

REPORT ON SERVICE OUTFITS

National Better Business Bureau Tells About the Automobile Concerns That Are Soliciting Members

"Better Business News," published by the National Better Business Bureau of New York, calls attention to the fact that automobile service companies have been investigated by the bureau. These concerns are operating in various sections of the country. For a financial stipulation certain automobile service is promised. In a number of cases the state insurance departments have ruled that there is an insurance feature in many of these contracts, and this being the case they come under insurance supervision. The solicitors for these concerns often make the claim that they take the place of insurance. Local agents in giving advice need to know about these outfits. "Better Business News" says:

Misleading Claims Made

"In many instances misleading claims as to reduced service charges, insurance protection and minimized legal costs have been found by bureau representatives to form the basis for the growth of a number of companies of this type.

"In approaching motor car owners for membership in these companies, solicitation is usually made directly in the street or through the mails. The bureau has found the companies to be both local and country-wide in scope, but in both instances the implication is made that the service contract which the motorist is given in return for his membership fee includes a complete insurance policy indemnifying him against all liability, property damage, loss from fire and theft, etc., and assuring him discounts in the purchase of accessories, gas and oil.

"Statements concerning legal services furnished by the company have led prospects to believe that the company would be responsible for all damages caused by the contract holder's car. The facts are that the policy usually consists of a personal accident policy of very limited coverage which does not protect the holder against liability, property damage, or loss by fire or theft.

The legal services generally represent the giving of legal advice and assistance and do not cover the contract holder in the event of a suit for damages caused by his car.

"The implication usually made in selling the service contract is, however, that it includes a complete insurance policy indemnifying the contract holder against all liability, property damage, and loss from fire and theft and that discounts can be obtained almost universally on purchases of accessories, gas and oil.

"Although the contract sold by these organizations usually includes towing service and a discount on accessories, the service and discounts are not obtainable at all garages and filling stations. The number of garages and filling stations at which such discounts may be procured is sometimes very limited.

Implied Automobile Club Connection

"By representing that these clubs render 'automobile club' service, the sales agents of some of these companies imply a connection with some recognized automobile club. The bureau has found, however, that these companies are in no way associated with reputable automobile clubs but are commercial projects promoted entirely for profit.

"All persons who are approached by salesmen for these companies are urged by the National Better Business Bureau to read the contract carefully before signing it. This will safeguard the prospect against misunderstanding as to what 'service' he may expect to derive from the company in return for his membership fee."

Dallas Company Increases Capital

The Automobile Underwriters of Dallas, Tex., announces an increase in its capital from \$250,000 to \$350,000. This company writes automobile insurance only and has just completed a most successful year's business. Its assets as of Dec. 31 are in excess of \$1,000,000, with surplus to policyholders in excess of \$500,000.

Atlanta Recovery Record High

ATLANTA, Jan. 8.—Automobile underwriters here declare that Atlanta stands at the head of the list of American cities

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A loss estimated at \$30,000 resulted from a fire of unknown origin that completely destroyed the Security Bank building and Kahle's hardware store at Outlook, Mont. The properties were well covered by insurance.

Missouri Seeks More Statistics

(CONTINUED FROM PAGE 5)

paring a special form of report covering expenses, losses, premiums, etc., which the companies will be asked to file with the department. The assembling of this data will require several months' time and it is certain that the companies will not be permitted to put the 16 3/4 percent rate increase into effect Feb. 1. The new rates can not go into effect until approved by the Missouri department.

The companies claim that their losses and expenses for the years 1924 to 1928 inclusive were \$19,093,659 more than the premiums collected. State department officials, however, have pointed out that the companies' statements did not include interest on investments or investment profits for Missouri.

Wants Rate Reduction

Attorney General Stratton Shartel, who will direct the state's legal fight against the proposed new rates, has indicated that if the showdown justifies such action the state would counter with a demand that the companies again lower their rates. He said that his department will not merely oppose the companies' application, but will carefully analyze the statements to be furnished by the companies with a view of obtaining another cut in insurance rates for the state.

Will Adhere to Hyde Formula

The Missouri department will not accept the losses incurred and premiums earned basis of determining whether the companies have made a profit, but will adhere to the Hyde formula of losses actually paid and premiums collected as the real factors in deciding the question of profits. The big difference between these viewpoints was apparent in the 10 percent rate cases. The companies on their basis of calculation contended they lost \$7,010,200 in Missouri for the period of 1917-1921, but former Superintendent Hyde's formula revealed a profit of \$18,018,075, and his views were sustained by the highest courts to finally pass on the questions at issue.

The Missouri supreme court on this question pointed out that the companies' position was that they owned the unearned premiums for investment purposes, but not for the purpose of accounting for any underwriting profits made.

Novel Claim Presented Under a Fire Contract

Seibels, Bruce & Co., southern managers of the Royal Exchange, report a novel claim. A policy was issued in the Royal Exchange covering building and fixtures. The fixtures include a vault and burglar-proof safe in the vault. This was formerly the property of a bank that failed. The building is now occupied by a new bank which leases the fixtures from the owner and carries a burglary policy. Recently burglars entered the bank. They had no difficulty in cutting out the lock on the vault door with a torch. The door was ruined. They then attacked the safe door of the interior. They were unable to cut the lock out. They burned an eight inch hole in the back of the safe with a torch.

Claim is made under the fire policy for damage to the vault door and safe. The bank has a burglary policy which protects it against loss of funds that were extracted. It would protect it against property damage if it owned the safe. It does not appear, however, that a burglary policy would protect the owner of the building fixtures against loss by burglars.

The latest issue of the *A. & H. Bulletin* contains a very valuable treatise on Group Accident and Health Insurance. Write The National Underwriter Company, 420 East 4th street, Cincinnati, O., for descriptive booklet.

Instruction Is Given on Sprinkler Service

A development in educational work along fire prevention lines is seen in the establishment of a school in connection with the Worcester, Mass., protective department whereby instruction is being given regarding the operation of sprinkler systems of both wet and dry pipe types. A model system has been installed at the headquarters of the fire patrol. Chief McCarthy of the Worcester fire department has issued orders that all members attend this school. When this instruction has been completed, building engineers and watchmen will be invited to attend.

Western Underwriters Association Committees

(CONTINUED FROM PAGE 6)

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Agents Watching Western Field

(CONTINUED FROM PAGE 3)

executive committee, quoting the telegram that was sent to Insurance Editor W. S. Crawford of the New York "Journal of Commerce," which paper suggested that the famous Philadelphia meeting of the Western Union might result in amalgamation of the Western Insurance Bureau with it. The Western Insurance Bureau in its circular stated that all such rumors and statements were entirely untrue.

After quoting the letter to Mr. Crawford, the officers say: "The telegram is an open statement to the public of the position of the Western Insurance Bureau, whose integrity as a leading underwriting organization will be maintained. Regardless of conditions that may arise elsewhere, it will continue to function as a real factor in the insurance business."

The question arises as to whether there will be more members in the Western Underwriters Association. The policy seems to be that no company will be taken in as a member that is active on the outside in the east, or in other sections. A company that is operating in the central west only will undoubtedly be welcome. Even those that are not cutting any great figure in other jurisdictions might be taken in as members. It will take some time for the new organization to function smoothly. The battle in the field for agencies will be a strenuous one when it gets under way.

President Charles R. Street of the Western Underwriters Association and George H. Bell, chairman of the governing committee, left for New York Tuesday to confer with some of the eastern people regarding procedure in the west. They will also attend some of the meetings being held in New York.

Advantage Seen In Uniform Plan

(CONTINUED FROM PAGE 3)

date, is the general belief. The great percentage of offices are now members of the Eastern Underwriters Association, the Southeastern Underwriters Association, the newly formed Western Underwriters Association and the Pacific Board. With a common membership, it would be wholly natural for the associated companies to seek to coordinate the activities of the now independent bodies with a view to the strengthening of each and for the advantage of the business as a whole.

Commissioners' Proceedings Indexed

A new index to the proceedings of the National Convention of Insurance Commissioners, providing a key to the first 60 sessions held between 1871 and 1929, has been published by the Travelers and is being distributed to those holding bound copies of the proceedings. The work of compiling the edition on all the 60 sessions was carried on under the direction of James S. Elston, assistant actuary of the Travelers.

The publication of the index of the proceedings of the convention was originally suggested by H. Pierson Hammond, assistant actuary of the Travelers, who was formerly actuary of the Connecticut department. The first 50 sessions were covered in the first edition of the index in 1919, but the one just published has been made to include the first 50 sessions as well as the ten which have been held since that time.

Big Loss at Ferguson, Mo.

Fire Jan. 6 swept the Universal Match Company's plant at Short street and the Wabash Railway in Ferguson, Mo. The loss was estimated at \$500,000 by A. H. Rosenberg, president. Most of the damage was to main plant which contained special match making machinery and large quantities of paper matches and materials.

Advertising Man Sounds Warning on Listing Prospects

There is a big difference between a "name" and a "prospect," C. E. Rickard, advertising manager of the Standard Accident of Detroit, declares in explaining why some agents do not get results with their direct-mail and advertising campaigns, although they use exactly the same material as is used effectively by other agents.

"We know of some agents who have beautiful mailing lists, lots of names picked from the telephone directory, club membership lists, building and loan membership lists and other devious ways," Mr. Rickard says in the "Standard Cog," the company's publication. "The most important part of duck hunting is to locate the ducks. Likewise the most important part of a direct-mail campaign is to locate people who actually are prospects for the particular policy that you want to sell them. Don't forget that, Mr. Agent, when you view with pride your magnificent collection of name cards for your advertising mailing list.

"Take the extra time needed at the beginning to build separate mailing lists, classifying your prospects according to type of coverage. Do not request advertising on automobile protection to be sent to a person who has no car. This method may take longer but it saves you postage, time, ruffled feelings and will undoubtedly bring you far better results.

"Your best mailing list is in your own office today among those clients you already have on your books. We can assume that they are already half sold on you or your agency. We doubt, however, that you have sold them all possible lines of coverage. Keep after them. Right now your best customer is looked upon by someone as his prospect. Let him know that you are constantly seeking to keep him interested in you and that you are thoughtful of his welfare. Most customers are lost because somebody else pays more attention to them than you do."

Fire Prevention Work Outlined in Kansas

TOPEKA, JAN. 8.—A meeting of the executive committee of the Kansas State Fire Prevention Association was held this week.

Plans were outlined for the next town inspection which will be conducted at Wellington, Feb. 5. It is expected that there will be a large attendance at this inspection as the Field Club will meet the day before at Wichita, which is close to Wellington. The Blue Goose will hold a meeting and initiation Feb. 4.

It was decided to endeavor to arrange inspections for the following towns this year: Atchison, Newton, Clay Center, Columbus, Kingman, Marysville, Burlington and Garnett.

One of the most important objectives this year will be the inspection of country schools. Each field man will be assigned one county and he will be held responsible for the inspections of at least six schools.

Byron R. Ward, Law Union & Rock, was chosen as the press representative for the association.

LONGNECKER'S new book, "Selling Insurance by Cooperative Advertising" shows how the local agents of a community, by acting as a group and by pooling individual effort, may educate the public to a better appreciation of what insurance will do for them. Single copy \$2.50. Order from The National Underwriter.

The National Underwriter

January 9, 1930

CASUALTY AND SURETY SECTION

Page Thirty-five

Wade Fetzer Is Made President

Well Known Chicago General Agent Head of Fidelity & Casualty

QUALIFIED FOR THE POST

Is One of the Foremost Personal Producers and Agency Leaders in the Land

Wade Fetzer, president of W. A. Alexander & Co. of Chicago, has been elected president of the Fidelity & Casualty to succeed Robert J. Hillas, who has served the company for over 50 years. Mr. Fetzer will continue as head of his Chicago organization, which for so many years has been general agent of the Fidelity & Casualty in Illinois. He will divide his time, therefore, between New York and Chicago. Last year, through an exchange of stock of the Continental and Fidelity-Phoenix Fire, the Fidelity & Casualty became affiliated with the "America Fore" fleet.

Production Side Reorganized

The selection of Mr. Fetzer brings to the chief executive position of the company its foremost field man and gives recognition to the production side of the organization. Mr. Fetzer is essentially a salesman. He has made a great success as a producer of business, both in a personal way and through bringing together a large organization of hard hitting salesmen. In his early days Mr. Fetzer was credited with having a larger premium income in health and accident insurance than anyone else in Chicago.

In 1913 Mr. Fetzer founded and became the first president of the National Association of Casualty & Surety Agents. He suggested the organization and has been a member of its conference committee ever since. He also was the first president of the Insurance Federation of America. He acted as president of the Casualty Information Clearing House of Chicago in 1927 and 1928.

Mr. Fetzer's Career

Mr. Fetzer was born in Ottumwa, Ia., Nov. 22, 1879, and therefore has just passed his 50th anniversary. He went to Chicago and entered the employ of W. A. Alexander & Co., Sept. 27, 1897, as clerk in the cashier's department. His entire business life in Chicago, therefore, has been with that agency. He occupied a number of positions in the office, then went into the field and was finally admitted to the firm as a junior partner in October, 1904. He became the managing partner two years later. When the agency was incorporated in 1927 he became president.

Great Personal Producer

Mr. Fetzer has always developed his own personal business and has kept the machinery well oiled. He is a convinc-

Underwriters Concerned Over New Auto Schedule

MERIT RATING IS AN ISSUE

Advance of 5 Percent by National Bureau Is Expected Jan. 15 on Pleasure Cars

Rush business in automobile liability and property damage lines put through prior to the effective date of the new rate scale Jan. 15 is proving a source of concern. It is said much of this has been written on binders and that if the rates do not become retroactive it is a large question whether the covers of the binders will be charged for at the old rates and premiums collected on that basis, or if companies in a desire to hold business will waive collection of premiums on the binders.

This anxiety particularly concentrates on New York state risks because of delay in formulating the revised rate level and uncertainty as to what the rates will be. It is generally believed that certain classes of commercial cars in the lighter grades will be given a considerable rate concession and that they may even be consolidated into one class for rating purposes.

Interest in Merit Rating

An interesting point of discussion is the future of merit rating as applied to pleasure cars. Some insurance men believe that this plan will be disapproved by the New York department if it appears in the new rating program.

It is held that statistics are not available to show that an operator has had no accident for 21 months is a better risk than one who has had accidents within that time limit, nor that he is better than the driver who has not been operating a car long enough to qualify. It is believed by many underwriters that at least four years will be required to show conclusively whether an operator was careless or careful.

Expect 5 Percent Advance

Although nothing definite is known as to the attitude of the National Bureau of Casualty & Surety Underwriters to be demonstrated in the new rates when they are published, the proposal is understood to contemplate an advance of 5 percent in pleasure car rates, so as to permit latitude for discount for merit rating. The proposed advance is said to be necessary because of inability of companies to collect a penalty rate on assureds who cannot qualify under the merit rating formula.

ing man in his solicitation because of his forceful personality, his great intelligence, his fine knowledge of the business. Mr. Fetzer believed that a sales organization could be made up of trained and supervised men specializing in insurance. His agency now has a staff of over 100 men. The offices require three floors at the National Bank of the Republic building in Chicago.

Long With Alexander & Co.

The Fidelity & Casualty was the first company represented by W. A. Alexander & Co. dating to 1886. For many

(CONTINUED ON PAGE 38)

Companies Propose Change in Surety Association Rule

LIMITATION WORKS HARDSHIP

Organization Expected to Allow Excess Indemnity on Specified Individual Bankers Blanket Form

NEW YORK, Jan. 8.—That a very positive demand exists for excess indemnity upon specified individuals covered broadly under the bankers blanket bond, is evidenced by the freedom with which the business is being written by London Lloyds and by several non-affiliated surety companies in this country.

Recognizing the legitimate call for such protection and the inviting field it opens up for increased premium income, a number of orthodox home institutions are anxious to embark in the line, but are precluded from doing so under rules of the Surety Association of America, which does not now sanction this coverage.

Impose Limitation Now

Excess indemnity over specified amounts can be taken out, but it must be upon all employees listed on the schedule. This does not suit the needs of many large corporations, who are anxious to increase the coverage only upon those officers or employees holding positions of responsibility and by whom trust funds might be improperly manipulated.

Thus institutions, covering their employees blanket up to \$50,000, or even \$100,000, might want to insure certain of the number for limits of \$250,000 or more, depending upon the nature of the position each holds.

Companies Propose Change

Company members of the Surety Association willing to grant the desired coverage are anxious that the rules of the governing body be amended to permit their doing so, and the matter has been referred to a special committee for investigation. As the proposed step is a progressive one, there is little question but that it will be taken.

Guarantees for \$30,000 Man Will Not Kill Self

A surety bond guaranteeing that a New York chemical manufacturer would not commit suicide within two years, which is believed to be the first guaranty of its kind, has been executed in New York by Vincent Cullen, vice-president of the National Surety, in the amount of \$30,000. This was written to supplement a life insurance policy demanded by a bank in return for a loan of \$25,000 extended to the merchant. The life policy contains a clause invalidating the insurance if suicide occurs within two years. The National Surety took as security an assignment of the man's future interest in his mother's trust estate.

Surety Offices Watch Situation

Some Companies Are Badly Hit in Guaranteeing Real Estate Bonds

MANY ISSUES DELINQUENT

Class Has Developed Into a Losing Proposition Owing to Overloaning and Over Building

NEW YORK, Jan. 8.—Surety officials feel that the revelations brought out during the last few weeks as to the condition of a number of real estate bond issues will still further discourage them from entering or broadening the field of guaranteeing the principal and interest, thus giving added protection to the purchaser. Three or four companies have gone extensively into this field. It is rumored here that one of them is hit hard below the belt. Just how far losses in this particular domain will go cannot be stated.

Much Activity Manifested

Throughout the east, south and far central west there has been much interest in these bonds. This is particularly true in the east and south. There has been much promotion and overloaning. In some cities apartment buildings, hotels and clubs undoubtedly have been built so rapidly that there is a surplus of capacity. Many of these buildings were of a speculative nature. Banks and investment houses felt that unless they had a surety bond protecting the purchaser it would be very difficult to market these issues.

Attitude of Conservative Houses

The old standard houses as a rule did not take bonds of this kind. They sold their real estate securities on their reputation. Some of these houses have pocketed the losses so that the customers were protected. In all cities where real estate bonds are marketed there are some conservative investment houses that have watched their loans carefully and are able to ride out of the storm. It is stated that in a number of cases millions of dollars of bonds have been thrown back on surety companies which will now have the duty of endeavoring to straighten out tangled webs.

Some Greenebaum Issues Involved

In this city the Greenebaum Sons Investment Company and its predecessor in Chicago were regarded as in the conservative class of real estate bond people. Yet some of the real estate bond issues coming out from the Greenebaum house are in difficulty and bond holders have been notified not to present the bonds or coupons for payment at this time. Evidently in such cases foreclosure proceedings will have to be begun.

Surety officials declare that if some issues put out by such a conservative

(CONTINUED ON PAGE 38)

Illinois Reports on Audit of Manufacturers Mutual

TRANSFER VOLUNTARY FUND

Surplus, Swelled by \$100,000, Shows Only Slight Gain; Claim Reserve Falls Off

The report of the Illinois insurance department on examination of the Illinois Manufacturers Mutual Casualty of Chicago as of Oct. 31, 1929, finally has been released. It shows transfer of the \$100,000 voluntary contingent reserve listed in the mutual's own report as of Dec. 31, 1928, into surplus. The divisible surplus shown in the 1928 report was \$307,437. The department gives the Illinois Manufacturers Mutual \$355,943 surplus, including the \$100,000 transferred.

Total admitted assets are set at \$1,320,081, the department disallowing \$9,237 premiums over 90 days old and \$6,766 prepaid commissions. Total ledger assets are shown at \$1,312,531.

Claims Reserve Now \$595,736

The department's examination shows that claim reserve of \$595,736 was carried on Oct. 31, as against \$638,818 in the previous report; \$41,082 reserve for claim adjustment expense and \$323,558 unearned premium reserve. Total liabilities are set at \$964,137.

Total premium deposits were \$1,063,479, consisting of \$36,717 auto premiums, \$65,243 public liability and \$961,509 workmen's compensation. The net premiums, after deduction of reinsurance and return premiums, are set at \$902,732, and total income at \$952,369.

The mutual paid \$551,878 losses on workmen's compensation in the period Jan. 1 to Oct. 31, 1929, under review. Losses on other lines were automobile, \$3,547; public liability, \$2,802, and medical expense was \$264,972. Adjustment expense was \$64,893, legal expense \$10,560 and commissions to agents \$30,450, the total disbursements being \$1,051,697. There was \$149,513 premiums in course of collection under 90 days old.

The examiners particularly covered the first ten months of 1929, but the department also checked on 1927 and 1928.

Indiana Court Upholds Non-Assessable Policies

INDIANAPOLIS, Jan. 8.—In a decision handed down by Judge Linn D. Hay of the Marion county circuit court, Commissioner Clarence C. Wysong was permanently enjoined from interfering with the issuing of non-assessable policies by the State Automobile Insurance Association, a reciprocal which does a large automobile insurance business in Indiana. The case will be appealed to the supreme court.

Some months ago, when the receiver for the Federal Automobile was ordered by the court to levy an assessment against its members, a number of other reciprocals in Indiana began issuing non-assessable policies. Commissioner Wysong questioned their authority to do this and put it up to the attorney general, who held that non-assessable policies could not be issued under the laws of this state governing reciprocals. The Automobile Underwriters, attorney-in-fact for the State Automobile, then secured a temporary restraining order to prevent the commissioner from interfering with the issuing of non-assessable policies. Judge Hay's decision makes this restraining order permanent, unless reversed by the supreme court.

The court held that "the statute does not exact arbitrarily an assessment, but gives the alternative of a refusal, suspension or revocation of a certificate of authority or license of business" for an insolvent association.

Gets Promotion



BENEDICT D. FLYNN

Benedict D. Flynn, secretary of the Travelers since 1922, has been made secretary and actuary, being given immediate supervision over all actuarial work of the Travelers, Travelers Indemnity and Travelers Fire.

Plans for Casualty Convention

The annual convention of the International Association of Casualty & Surety Underwriters and National Association of Casualty & Surety Agents will be held probably the week of Sept. 15. It was intended to hold the convention the week of Sept. 8 but evidently the National Convention of Insurance Commissioners has selected the latter date.

To Enlarge New Century Charter

The New Century Casualty of Chicago which now writes plate glass and burglary has called a meeting of stockholders, Jan. 18 to vote on the amendment to the charter enlarging it so that it can write automobile insurance.

Town, School Treasurers Held Personally Liable

WISCONSIN OPINION GIVEN

Boards Have No Authority to Designate Where Public Funds Should Be Deposited

MADISON, WIS., Jan. 8.—Treasurers of town and school districts are personally liable for public funds in their possession and are only relieved from their loss through "an act of God" according to an opinion rendered by the attorney-general's department which also points out that an "act of God" as defined in the laws are remote contingencies so that the liability of county and town treasurers is almost absolute.

Can Deposit Individually

The opinion holds that town boards and school boards have no authority to designate where the funds of towns or counties shall be deposited, and that they cannot declare that the town treasurers or school treasurers must deposit the funds as public officials. However, they can deposit them individually if they wish. The only limitation on the officials is that they are responsible for the funds entrusted to them and must use them for the expenditures of the towns and return the unused balance at the expiration of their terms.

Some Banks Closed

The opinion is of particular interest at this time as a number of school district and town treasurers have deposited the funds in banks which have suspended. Under the opinion the treasurers or their bondsmen must make good any losses occurring because the banks fail to pay their depositors in full.

County treasurers are protected from losses by suspension of banks by a statute providing that the county board shall designate the banks in which county funds shall be deposited. If a county treasurer deposits in one of these banks, losses because of a bank suspension falls on the county. There is no such statutory protection according to the opinion, to town and school district treasurers.

Statistics on Saturday Night Bath Accidents

The Travelers in studying its accident record finds that next to Sunday more persons are hurt in bad accidents on Saturday than any other day in the week, but Monday or Thursday is nearly as bad as Saturday. The number injured on Saturday and Sunday is about 25 percent greater than on any other two consecutive days. It has been estimated that there is one bathtub for every 20 persons in this country. Therefore, this might result in 45,000 bath mishaps.

percent a month but distribution of the extra dividend adds one-half of 1 percent. The directors will decide in February whether the 1½ percent rate will be continued throughout 1930.

Southern Surety

The stockholders of the Southern Surety of New York have paid in the new capital, authorized sometime ago, increasing it from \$2,500,000 to \$3,000,000. The new stock, \$10 a share par, was subscribed at \$25 a share, \$750,000 being paid into the surplus account.

National Automobile Casualty

The National Automobile & Casualty of Memphis, Tenn., is increasing its capital to \$1,000,000. Plans are completed for the construction of a home office building costing \$300,000, actual work on which will start at an early date, President J. T. Russell said.

The company was organized Oct. 1, 1929, with \$200,000 capital, writing accident, automobile, liability and property damage policies and featuring a copyrighted "whole family protection" policy. In its first 60 days it wrote \$1,045,000 in accident policies alone. It is the intention to operate on a nationwide basis. Headquarters are at 1070-1098 Union avenue, Memphis.

Zurich General Accident

The Zurich General Accident showed a gain of \$1,300,000 in premiums last year, it being a 10 percent increase over the year before. This is an excellent record in view of the very strong competition that was felt up and down the line last year.

Copper Cities Indemnity Licensed

The Copper Cities Indemnity of Globe, Ariz., has been authorized to write employers liability, public liability, team and vehicle insurance in that state. The company has made a deposit of \$10,000 with the state treasurer. F. F. Norris is president and W. G. Secord secretary.

Open New Philadelphia Building

PHILADELPHIA, Jan. 8.—Practically all of Philadelphia's insurance district was present yesterday at the formal opening of the new Philadelphia building of the London Guarantee & Accident at 419 Walnut street.

The contract for accident coverage on the lives of Baltimore firemen has been awarded the **Independence Indemnity**.

Company Notes

The Century Indemnity has been licensed in Mississippi.

The Franklin Surety of New York City has been admitted to Maine to write fidelity and surety business.

The Independence Indemnity has entered Texas, with Cravens, Dargan & Co., of Houston as general agents.

The Export Indemnity of New York has been licensed in Michigan to write public liability and property damage.

The Business Men's Assurance plans to enter Pennsylvania this year, thus increasing the number of states in which it operates to 31.

NEWS OF THE COMPANIES

AMERICAN SURETY HISTORY

President Brown Gives Some Important Facts to Show the Growth of the Company

NEW YORK, Jan. 8.—From a statement accompanying the regular quarterly dividend of the American Surety, shareholders were given a number of interesting facts regarding its history by President R. R. Brown. In part he said: Since June 30, 1887, the date of its first dividend, the company has paid in dividends \$18,537,500; \$5,450,000 of the amount having been disbursed within the past five years. The home office building, five floors of which it occupies, the remaining 18 floors being rented to other tenants, is owned without encumbrance of any kind, the net return from the property in 1929 furnishing one-half the dividend payments for the period. The American Surety has 2,870 shareholders in all, of which number 300 are employees, evidencing by the investment of their personal funds their faith in the future of the institution. Of its field organization President Brown says that it maintains 40 branch offices in the principal cities, and has over 15,000 local representatives, "all trained to afford the degree of service that will merit the approval of the insuring public." Its affiliated

enterprises are the Canadian Surety, Cia Mexicana de Guantias, S. A., of Mexico, and the New York Casualty. The last mentioned company was acquired several months ago, and is now being aggressively developed.

First among the surety companies to make public its 1930 figures, the report of the American Surety discloses that its net premium income last year was \$10,060,000, a gain in excess of \$100,000 compared with the 1929 returns. The net income realized from its investments was \$2,337,117. The net surplus is now \$8,329,931. Its assets are \$30,345,415, premium reserve \$7,047,470, claim reserve \$4,047,470, capital \$7,750,000.

Bankers Indemnity

These new directors have been elected on the board of the Bankers Indemnity of Newark: William E. Stewart, vice-president of the American Fire; Paul B. Sommers, vice-president of the American of Newark; Henry G. Atha, president of the Security Savings Bank of Newark, and W. B. Vanderpool, president of the Howard Savings Institution of Newark.

National Life & Accident

The National Life & Accident gave its stockholders a New Year's present in the form of \$12,500 extra dividend. Its regular dividend rate has been 1

Advocate Auto Law Revisions

Governor and Commissioner
Present Recommendations to
Massachusetts Assembly

PROPOSES REVIEW BOARD

Would Strengthen Anti-rebate Law and
Require Mutuals to Have
\$100,000 Surplus

BOSTON, Jan. 8.—Legislation to create in the Massachusetts insurance department a board of references to hear and determine cases arising under the compulsory motor vehicle insurance law, under conditions and provisions similar to those which prevail and apply in the adjudication of industrial accident cases, preserving always to the litigants their constitutional right of appealing to the courts if they so elect, is recommended by Governor Frank G. Allen of Massachusetts in his address to the incoming legislature.

More than one-half of the jury cases on the civil side of the superior court arise from motor vehicle accidents, according to Governor Allen, and the superior court docket has become so clogged that frequently trial of such cases is delayed for more than a year. "This," he said, "has often the disastrous effect of postponing the prompt financial relief which the law undertook to guarantee to persons injured in such accidents. To this degree the law is failing of its purpose."

Commissioner Brown has also submitted to the legislature recommendations affecting the compulsory automobile liability act. He asks that the law be amended to provide that the classifications and rates in force for the current calendar year be continued while any court action to review the rates is in progress. Under the present provision it is possible for a situation to arise where no motor vehicles could be registered at the opening of the year if the rate which should be filed and established on or before Sept. 15 be contested in court.

Should Allow More Time

The commissioner also advocates that there should be more time allowed for appeal from the cancellation of insurance on a motor vehicle. Fifteen days' notice is required at present and unavoidable delays in making the appeal may work a hardship on policyholders. The commissioner would amend the law to allow the assured to enter an appeal within ten days after receiving notice of cancellation.

The commissioner also recommends that the limit of 15 to 20 days allowed before revocation shall be final after hearing and decision against the insured be reduced to not less than 10 nor more than 15 days.

Commissioner Brown also recommends that no domestic mutual liability company transact business under the compulsory act unless it have a net surplus of \$100,000. He also recommends that a specific law pertaining to rebating on motor vehicle insurance be passed.

United States Casualty Conference

A number of the surety managers of the United States Casualty throughout the country are at the home office this week in conference with the surety department officials. It is an educational meeting.

English Court Disallows Claim on Nonassessable Guarantee

Suit in the English courts for approximately \$1,800,000 under excess policies carried by the Associated Employers Reciprocal, large Chicago workmen's compensation carrier that failed several years ago, against Lloyds of London, has been decided against J. W. Gullett, receiver for the Illinois insurance department.

This excess covering operations of Sherman & Ellis, attorneys-in-fact for the reciprocal, was presented to prospects and subscribers as their safeguard against large losses and assessments. The reciprocal transacted a large volume of workmen's compensation business, having branches in many states, and about 10 percent of its total income was from automobile liability.

Assessment Was Levied

The claim against Lloyds of London was based upon an accounting by the Illinois department showing the concern insolvent, although its last previous annual statement had shown a surplus over all liabilities of approximately \$500,000. An assessment was levied against members by Mr. Gullett and the Illinois director of trade and commerce, who were appointed receivers.

Several English insurance companies not licensed in this country also were sued under policies which had been issued annually for four years under the presumption that they guaranteed members of the reciprocal against assessment.

The policies provided that if incurred losses exceeded earned premiums of the reciprocal during the year covered by each group of policies, the excess would be paid by the reinsurers up to the amounts of their respective policies.

Carriers Refused to Pay

It was conceded that because of the methods under which Sherman & Ellis managed the reciprocal with expenses limited to 30 percent of premiums, the reinsurance policies if enforceable would have protected members against assessment, but early in the liquidation of the Associated Employers it became evident that the foreign insurers did not intend to recognize liability.

The English carriers contended, upon showing in federal court at Chicago of \$2,300,000 liability of the reciprocal for unpaid claims when the receiver was

appointed, that no claim could be sustained against the underwriters that was not made during the life of the respective policies, and that misrepresentations concerning the condition and transactions of the exchange were made when the reinsurance was secured.

In trial of the case the first mentioned defense was separated from the defense of misrepresentation, and after a trial lasting eight days the court took the case under advisement, finally handing down a decision completely sustaining Lloyds underwriters in their position, although the policies contained nothing directly bearing on this technical question raised by the defense.

Best Comments on Decision

The first foreign policies were dated Nov. 1, 1920, running for one year. These were renewed from year to year, the last set being in force when the receiver was appointed in 1924. A special report of Best's makes this comment:

"The importance of this decision to holders of Lloyds London policies in this country is apparent. Lloyds underwriters have derived a very considerable income from this country. In virtually every case suit to enforce a claim under such policies must be instituted in English courts, which is a burdensome and expensive procedure; but in general claims have been paid by the underwriters promptly and fairly. This decision, however, raises a serious question as to the value of any similar excess reinsurance cover.

Imposes Impossible Condition

"In the nature of the workmen's compensation and liability insurance business it is impossible for any company, whether stock, mutual or reciprocal, writing those types of business, to know precisely the results of the business of any given year before the close of that year, for the reason that invariably many claims are always in process of adjustment or adjudication, the final cost of which can not be foretold.

"If, therefore, no claim can be sustained under such a policy unless notice of loss is given to the reinsurer during the life of the policy, the supposed protection is worthless so far as such excess covers may relate to lines of business in which liability for outstanding claims must necessarily be large at all times."

Mayflower F. & C. Ceases Writing Following Merger

NEWARK, Jan. 8.—Control of the Mayflower Fidelity & Casualty and of the Mayflower Fire & Marine, having been secured by the Equitable Casualty & Surety of New York, the former has ceased operations. The fire corporation, however, is to continue. In advising agents of the two absorbed companies of the change their management states that henceforward the casualty business of the Mayflower F. & C. will be written by the Equitable Casualty & Surety through the branch office of the latter in this city. These pertinent facts concerning the new owner corporation are likewise set forth: "It has been operating for approximately five years. Since Jan. 1, 1929, it has extended its operations to 31 states. Its business increased by nearly 50 percent within the past 12 months. On June 30 last its capital and surplus exceeded \$2,000,000. The company is managed by men who have been outstanding successes in their former fields of activity. The Equitable during 1929 wrote approximately \$4,500,000 in net premiums."

Consider Glass Inspection Service for Chicago

The Burglary Underwriters Club of Chicago met this week. This organization also includes plate glass underwriting in its discussions. The possibilities of the Chicago branch of the National Bureau making surveys and inspections were considered. President J. H. Tallon said the service in New York City had proved satisfactory. He advocated that such a service be established in Chicago and also the inclusion of rating of the individual risks which would insure more uniformity in rating. A number of the members were not in favor of the rating idea and no action was taken upon it. However, it was urged that all members sound out their companies as to their opinion regarding the establishing of a survey and inspection service by the National Bureau. It would require a majority of the companies to cooperate on the service to make it pay, but if it was accepted by a great number it would save the companies money on their inspection.

Unusual burglary claims and interpretation of policies were also discussed at the meeting.

Chicago Carrier Enters Aviation

Alliance Formed to Write Air
Cover Exclusively; Start
on Pilots

GROUP PLAN INVOLVED

Campaign of Mail Solicitation and Advertising Hinges on \$3-a-Month
Personal Accident Policy

Licensed American pilots and student aviators are being circularized by the Pilot Casualty of Chicago through a novel plan just recently started with the expressed object of providing personal accident insurance at a lower cost than quoted by most companies. The Pilot until recently was the Imperial Accident Assurance, the title having been changed and the company going on an exclusive aviation insurance basis.

The Aviation Accident Alliance, a non-profit group, has been incorporated in the Pilot office for the purpose of gaining support of at least 5,000 fliers "to induce insurance companies to supply aviation cover at lower rates than at present." The alliance is in charge of Vernon R. Sahlin, executive secretary, who was an army flyer for three years, resigning early in 1929 with the rank of second lieutenant in the famous First Pursuit group at Selfridge field.

Notables Sponsor Alliance

The letterhead used by the alliance shows a national committee made up of notables such as Governor John H. Trumbull of Connecticut, Governor Walter J. Kohler of Wisconsin, John F. Hardacker, chief draftsman United States navy yard, naval aircraft factory, Philadelphia; L. L. Adcox, president Adcox aviation schools, Portland, Ore., and S. J. Stone, president Supreme Propeller Company, Wichita, Kan.

Mr. Sahlin says there are now approximately 900 members of the alliance and that as soon as the membership has grown to 1,000 it will be possible to supply these fliers with personal accident cover in the Pilot on a group basis at \$3 a month apiece.

Special Aviation Application

The policy, according to the application form, which is being sent broadcast throughout the country, is "the most liberal accidental death and income disability policy ever issued to fliers," and "covers all hazards of aviation." Loss of life, loss of both hands, both feet, one hand and one foot or sight of both eyes, entitles the policyholder to \$2,000 principal sum, and loss of one hand, one foot or the entire sight of one eye, \$1,000.

The policy is said to pay \$200 income a month for 52 weeks while totally disabled. It is said to protect against all aviation risks from "flying, operating or piloting," including solo flights or dual instruction, and also including night flying or flying over land or water in any type of plane.

No Medical Is Required

No medical examinations are required and the company issues between the ages 16 and 70 to pilots, radio operators, mechanics, and so forth, including fliers in the army, navy, marine corps and air mail. Fliers are given free identification cards, identification wristlets and an aviator's flight log book.

The application contains the usual questions, and in addition specific aviation questions, such as number of hours flying time the applicant has had "at the

(CONTINUED ON NEXT PAGE)

CHANGES IN CASUALTY FIELD

TRUITT GOES WITH JAYCOX

Veteran Casualty Man and Former Company Executive Joins Fast Growing Chicago Office

George L. Truitt, an independent broker in Chicago for some time and formerly for two years vice-president and general manager of the Northwestern Casualty & Surety at Milwaukee until it was purchased by the Union Indemnity fleet of New Orleans, has become associated with C. T. Jaycox, head of C. T. Jaycox & Co., in the Insurance Exchange.

The Jaycox organization is growing fast since it was formed several months ago following the resignation of Mr. Jaycox from the post of general manager of the Illinois Manufacturers Mutual Casualty of Chicago, and the acquisition of Mr. Truitt further rounds out the staff.

Mr. Truitt previous to becoming executive of the Northwestern C. & S., was for five years with the Travelers in Chicago, a part of the time as associate manager, and also spent six years with Marsh & McLennan in Chicago as manager of the casualty department. He has had 18 years insurance experience.

F. & D. Names Three New Managers

Baxter C. Brown, formerly manager of the Buffalo branch of the Fidelity & Deposit, has been appointed manager of the Omaha branch, succeeding Fred Robertson, resigned. W. L. Lowe, formerly assistant manager at Buffalo, has been promoted manager of that branch.

Paul S. Parris, formerly manager at Detroit, has been appointed manager of the Newark, N. J., branch succeeding George H. Brush, resigned.

Morris with Lloyds Casualty

Thomas S. Morris has resigned as Philadelphia manager of the Bankers Indemnity of Newark to become resident manager of Lloyds Casualty for Philadelphia, eastern Pennsylvania and southern New Jersey. Temporary office is in 216 South Fourth street, Philadelphia. Formerly Mr. Morris was Philadelphia manager of the Georgia Casualty, and before that was connected with the Globe Indemnity and the Massachusetts Bonding.

Southern Surety's Des Moines Lineup

In connection with the opening of a district office for the Southern Surety in Des Moines, L. J. Cowen, who has been in charge of claims in Iowa for five years, has been promoted to district manager and will have jurisdiction over all claims from the four states served by the Des Moines office. Charles L. Goodwin, adjuster, has been appointed chief adjuster. George Kachelhoffer, formerly of Des Moines, will return there from St. Louis and will be in charge of casualty underwriting for the district.

Taylor in New Post

BOSTON, Jan. 8.—John A. Taylor, with the Maryland Casualty for nine years and more recently with the Reliance Casualty of Newark as claim manager, has been appointed manager of the claim department covering metropolitan Boston for the casualty companies of the Insurance Securities group, the Union Indemnity and the New York Indemnity. He succeeds Charles O'Leary, who has been transferred to the New York office of the Insurance Securities.

Parris Newark Manager

Paul E. Parris, formerly manager of the Fidelity & Deposit at Detroit, has been appointed manager at Newark, N. J., with offices in the Military Park building.

CONSOLIDATED APPOINTS TWO

Hayum Resident Vice-President in New York, Murphy Named Metropolitan Manager

NEW YORK, Jan. 8.—With the title of resident vice-president, Arthur H. Hayum has been appointed general manager of the metropolitan office of the Consolidated Indemnity, succeeding Frank J. Danahy, recently resigned. At the same time J. C. Murphy has been named metropolitan manager, to devote his efforts entirely to development of surety and casualty lines through New York City brokers.

Mr. Hayum has been with the company since it began business, serving as a member of its board of underwriters and manager of the fidelity bond department. A lawyer by profession, after practicing for several years he became associated with the National Surety. He retired as its assistant general solicitor to join the staff of the Consolidated.

In his four years' connection with surety underwriting Mr. Murphy specialized in the sale of forgery, blanket bond and fidelity covers, establishing a fine record.

Names Darrell F. Johnson

Darrell F. Johnson has been appointed assistant manager of the Massachusetts Bonding in Chicago under Manager A. G. Stanten, to assist in all lines, but to be particularly in charge of fidelity, surety and burglary. Mr. Johnson goes from Bowes & Co. where he was for a year manager of miscellaneous lines. He has been about three years in Chicago with the American Surety. He was graduated from the University of Minnesota in 1923 and joined the American Surety at Minneapolis, traveling throughout Minnesota, North and South Dakota as special agent. Then in 1926 he was transferred to Chicago, taking charge of the blanket bond and burglary department.

David Pohlson Transferred

David Pohlson, who has managed the Detroit branch of the Travelers for some time, will be transferred to the Hartford branch Feb. 1 and will be relieved in the Detroit office by another member of the Travelers organization.

Brush Is Made Manager

The Union Indemnity, New York Indemnity, LaSalle Fire and the Bankers & Merchants Fire have established a department office in Newark, N. J., under the management of George H. Brush. He recently resigned as manager of the Fidelity & Deposit of that city.

Clark Made Superintendent

NEW YORK, Jan. 8.—To aid in developing the business of the Great American Indemnity throughout the metropolitan area, the company has appointed James H. Clark superintendent of production, under Manager Milton P. Link. Mr. Clark has been in the service of the Great American since 1927, prior to which time he was identified with the Manhattan agency of the company.

Federal Surety in Boston

The Federal Surety announces the appointment of Russell, Fairfield & Ellis as general agents for greater Boston. This is one of the old agencies of Boston and will have the exclusive representation of the Federal Surety. John O'Neill of the agency recently spent a week at the home office. The Federal Surety has established a safety engineer and claim department in connection with the new agency.

Reorganizing Detroit Office

DETROIT, Jan. 8.—The casualty department of the United States Fidelity & Guaranty, Detroit branch, has been reorganized by Philip F. Lee, the new manager. The work is now being han-

dled under two heads, liability and casualty. Mr. Lee has advanced Harold McFee, formerly assistant manager of the casualty department, to superintendent of the casualty division, and has brought John T. Moore from the home office, where he has served several years as an underwriter, to serve as superintendent of the liability division. He has also added two new special agents to his field force, Tom P. Stearns, who served in a similar capacity with the Chicago branch, and James P. Boyd of the Birmingham branch.

Maryland Casualty Tulsa Lineup

In the Maryland Casualty's new service office at Tulsa, Okla., with J. F. Comerford as resident manager, George R. Mager is casualty underwriter, and bonds will be handled by Glen O. Shackleford, formerly with the American Surety in Oklahoma City. A. W. Douthat, Jr., and Alden H. Torrey are special agents.

Chicago Carrier Enters Aviation

(CONTD FROM PRECEDING PAGE)

stick," night flying, kind of plane used or expected to be used, how it is powered and whether the applicant wears a parachute when flying.

Also the applicant must give his Department of Commerce license number if he has one, and his Federation Aeronautique Internationale license number. Army officers are required to give their army aviation rating and rank.

Advertising in Magazines

The alliance is advertising in many aviation magazines. The hope held out to pilots is that the organization will be able to secure fire, theft and other cover on aircraft at reduced rates, in addition to the accident insurance.

The Pilot Casualty requires a group of at least 1,000 policies before it will issue even one policy. The method of writing this cover eliminates all agents' commissions and offers a liberal reduction in cost for "immediate group volume," a circular letter states.

Buskirk Is Chairman

H. J. Van Buskirk, president of the Pilot Casualty, is chairman of the Greater Chicago smoke commission and president of the Fliers' Club Internationale, an organization some years old whose office is at 105 West Madison street, Chicago, in the same quarters as the Pilot Casualty. Mr. Sahlin, although in his early 20's, has been closely identified with Chicago aviation, connected with one airplane factory and flying school, in addition to having been a member of the army's crack air squadron.

Surety Officers Watch Situation

(CONTINUED FROM PAGE 35)

house as Greenebaum Sons Investment Company, which has a national selling organization, are in trouble, what may be expected of the more speculative companies, and there are thousands of them throughout the country?

Surety officials have been divided in their opinion as to the safety of guaranteeing these bonds. Some companies have cut away from them entirely. Others have taken them gingerly after considerable investigation, while three or four have not hesitated to accept these bonds more liberally. A number of officials say that in order to pass on such bonds intelligently, it would require men who could gather information as to values equal to the organization of the bond houses themselves. The denouement of so many of these issues would seem to throw a damper on this class of business, at least until it is established on a firmer and more secure basis.

Wade Fetzer Is Made President

(CONTINUED FROM PAGE 35)

years it has been the largest agency of the Fidelity & Casualty, at present writing about one-sixth of its entire volume of premiums. In later years W. A. Alexander & Co. has expanded its operations adding to its casualty and surety business. It represents a group of fire companies including the National of Hartford, Fidelity-Phenix, Fireman's Fund, Niagara Fire, London Assurance, Safeguard and Sylvania. Mr. Fetzer believed in an all around organization and offering full facilities to his agents. Therefore, he decided there was an opportunity for life insurance production. Today the firm is one of the leading general agents of the Penn Mutual Life. Two of his sons, John and Wade, Jr., and his son-in-law, John H. Sherman, are associated with W. A. Alexander & Co.

Prominent in Home Town

At Hinsdale, Ill., where the Fetzers live, the family is socially prominent. Mr. Fetzer has taken an active part in civic and religious affairs. He was one of the founders and chairman of the building and finance committees of the Union Church of Hinsdale. He is a trustee of that church and is a trustee of Beloit College.

Mr. Fetzer's election as president will be most popular with the company's official staff and its branch managers, as well as its entire personnel. It will be received with acclaim by insurance agents throughout the country and particularly by the Fidelity & Casualty agency force, of which he is such a prominent figure.

Surety Executives Meet on Contract Bond Rules

NEW YORK, Jan. 8.—Officials of a number of important surety companies have been in conference here this week with the executive committee of the National Association of Casualty & Surety Agents, upon the general subject of contract bonds.

It is the desire of both managers and field men to devise a plan whereby individual builders can be induced to accept construction bonds more generally than at present.

One suggestion offered was that there should be a rate differential in favor of such type of bonds as against those of a more hazardous character. A further proposal is to apply merit rating to construction lines. Upon this latter idea a wide diversity of opinion exists. Some managers contend the plan is practical and others the reverse.

No decision upon any of the problems discussed was made, though as a result of the ideas advanced something concrete may develop later.

Lose Fight on State Fund Petition

BOSTON, Jan. 8.—The fight of the Boston insurance interests against the attempt of Frank A. Goodwin, former registrar of motor vehicles, to put an initiative petition for a state fund for automobile liability insurance before the people of the state was lost when the full bench of the supreme judicial court dismissed the petitions of Frank B. Horton and other representative insurance men of Boston and vicinity, which sought to have the petition declared unconstitutional on several grounds.

The petition, signed by 20,000 voters, will now go before the legislature. If an act creating a state fund is not favored by the legislature, the petitioners, by securing 5,000 more signatures, may then have the question of a state fund put upon the ballot at the next state election.

"ADVERTISING Property Insurance" by Longnecker and Spaulding of The Hartford, is a study of advertising and how the local agent can profitably apply it to the business of insurance. Single copy \$2.50. Order from The National Underwriter.



THE RIGHT INFORMATION

Take for instance the case of the large power plant risk in Pennsylvania. The line was written because the personal services of a Company official were immediately available and because he had the right information as well as the authority to make a decision on the spot—demonstrating again the advantage to agents of personal and direct contact with well informed Company executives.

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to the Point
of Authority**

FIDELITY AND SURETY NEWS

NEW YORK COMPANY STARTS

University Professor Heads Grand Central Surety—Burney Vice-president in Executive Charge

The Grand Central Surety of New York, which has just been licensed, has started writing fidelity and surety. Its home office is at 123 William street, in the former quarters of the New York Board of Fire Underwriters, which have been handsomely furnished.

Prof. L. J. Thompson of New York University is president and is taking active part. H. R. Burney is executive vice-president and in direct charge of all underwriting. Mr. Burney has had long experience in surety and fidelity, having been connected with the old Southwestern Surety, which later was absorbed by the Southern Surety, Mr. Burney going with the latter company. He then successively was with the Casualty Company of America, which was changed to the National Surety, and the Equitable Casualty & Surety.

FIDELITY LOSSES INCREASE

End of the Year Audits Expected to Disclose Many More Defalcations by Employees

NEW YORK, Jan. 8.—Blanket bond companies are experiencing the anticipated increase in losses under the fidelity feature of their contracts, as a result of the stock market crash in October, followed as it was by further sharp, though less severe declines within the succeeding two weeks.

Underwriters always look for and never fail to receive an unusual number of losses under their blanket and fidelity bond covers, the number and seriousness of the losses depending upon the extent of the upheaval in financial circles in which "trusted" employees are prone to dabble with the funds in their care.

While numerous claims already have been filed with insurance companies, it is confidently anticipated that the number will be considerably augmented once end of the year audits are completed.

This work is likely to be unusually thorough this season.

ENFORCES BANKING STATUTE

Provision for "Faithful Performance" Feature in Bonds Results in Alabama Rate Increase

MONTGOMERY, ALA., Jan. 8.—Representatives of several surety companies operating in Alabama are drafting new bonds of state bank officials and employees to meet requirements of D. F. Green, state superintendent of banks. Under his order, effective Feb. 1, bonds must insure faithful performance of duty, whereas in the past they have covered only criminal acts and omissions. Companies are adding an additional 25 percent to premiums, the former rate having been \$4 per \$1,000 for banks with capital of \$25,000 or more, and \$8 for banks under \$25,000 capital, whereas the new rate is \$5 and \$10, respectively. The "faithful performance" clause has been a requirement of the law since 1923, it now appears, but bank officials and employees were never before required to meet the letter of the law until the new superintendent discovered the regulation. He was appointed superintendent following failure of several banks in Birmingham and one in Eufaula. He intimates that if depositors had been

better protected by enforcing the provision, there might have been fewer failures.

Opens Albany Service Office

The Detroit Fidelity & Surety has opened a service office in Albany to care for the needs of policyholders in central and northern New York state. James Butler has been named manager of the new office, which will not function in a sales capacity. Policyholders in that district have in the past been serviced by the New York office.

Cline Made Indianapolis Manager

H. H. Throckmorton, who recently resigned as manager of the Indianapolis branch of the Detroit Fidelity & Surety, has been succeeded by S. C. Cline, who has made an excellent record as a member of the home office force in Detroit. The branch handles Indiana and northern Kentucky.

Reinsured \$20,000 of Bond

The Fidelity & Surety Underwriters of Kansas City reinsured \$20,000 of the \$25,000 blanket surety bond covering employees of the Cupples Desk Company of St. Louis, which was referred to in last week's issue of The National Underwriter. The Cupples Company is suing to recover on the embezzlement of its treasurer. One-fifth of any payment on the claim will be paid by the Fidelity & Surety Underwriters and four-fifths by the reinsurer.

CASUALTY PERSONALS

William H. Nickels, Jr., chairman of the Virginia industrial commission, and Miss Alice Chase of Clintwood, Va., his home town, were married during the Christmas holidays. Mr. Nickels is now rounding out his first year as a member of the commission.

William B. Joyce, chairman of the National Surety, has undergone an operation for kidney trouble in a Los Angeles hospital. His condition after the operation was as favorable as could be hoped.

Sherwood F. Jeter, vice-president Hartford Steam Boiler, and for many years recognized as an outstanding authority on the technical phases of engineering insurance, died last week. He had been in good health, but underwent a surgical operation. He rallied from the operation and was improving steadily until a sudden collapse.

Mr. Jeter was born in Columbus, Ga., in 1872, and was a graduate of the Georgia School of Technology. In 1893 he was retained as engineer by the Mexican Telephone Company in Mexico City. Five years later he entered the employ of the Hartford Steam Boiler as a boiler inspector at the company's New Orleans office.

Robert J. Walker, assistant advertising manager of the Standard Accident, creator of many attention-arresting advertisements for that company, has gone with the Chrysler Motor Car Company as assistant advertising manager at the Plymouth plant.

Charles O. Tattershall of the Chicago office of the Detroit Fidelity and Surety was a luncheon guest this week of Frank C. McVicar, Chicago manager of the Detroit Fidelity, the occasion being Mr. Tattershall's 79th birthday anniversary. Mr. Tattershall is still an active producer. He graduated from Beloit College in 1873.

John W. Horton, superintendent of the monthly premium accident and health division of the Pacific Mutual Life, died at his home in Glendale, Cal. He entered the company's service at the home office early in 1916 and within two months was made assistant superintendent of the commercial accident and health division. He had been superintendent of the monthly premium

accident and health department since April, 1918.

J. F. Fletcher, manager of the Oklahoma compensation rating bureau, and Mrs. Fletcher have returned from a motor trip to Birmingham, Ala., and Meridian, Miss., to spend the holidays with their parents.

A cablegram received by the Travelers states that **Walter G. Cowles**, vice-president, who was reported seriously ill at the Neuilly hospital in Paris, France, has improved and is now out of danger. Mr. Cowles is 73 years old and has been with the Travelers 45 years. He left recently for a long trip abroad with Mrs. Cowles, and had planned to spend the winter months traveling in Italy and the Mediterranean.

TRAVELERS HAS FINE YEAR

Three Companies Report Total Income of \$213,505,000, Including \$184,550,000 in Premiums

More than \$1,000,000,000 of new life insurance was written on a paid basis last year by the Travelers, it is announced in the preliminary annual statement of the three Travelers companies for 1929. The total was over \$1,020,500,000, exceeding 1928 figures by \$45,000,000. Total income for the companies was more than \$213,505,000, a gain of more than \$6,107,000. This income consisted of more than \$184,550,000 in paid premiums and \$28,954,000 from investments and other sources.

The record of paid premiums for the year included more than \$103,085,000 for life insurance, \$14,563,000 for accident and health, \$6,480,000, liability; \$26,234,000, automobile casualty; \$21,121,000, compensation; \$2,479,000, burglary; \$901,000, boiler; \$492,000, machinery, fly wheel and miscellaneous, and \$717,000, plate glass.

In the fire lines the aggregate premium income amounted to more than \$8,474,000. This sum was made up of \$6,741,000 for fire, tornado and miscellaneous, and \$1,733,000, automobile fire and theft.

Every casualty man should read: "Casualty and Surety Coverages—How to Sell Them," by W. H. Bates. Price, \$1.50. Order from The National Underwriter.

\$1736 per minute

The American public pays \$1,736 each minute for automobile accidents according to a bulletin of the American Research Foundation. This is at the hourly rate of \$104,166 or a daily accident cost of \$2,500,000.

During 1929 approximately 29,000 lost their lives through automobile accidents. Injuries, property destruction and replacements help make up the \$900,000,000 economic loss for that year.

Accidents cannot be eliminated. The appalling price America pays daily for accidents is increasing. It is possible, however, to protect your client against his share of this huge accident loss by the complete automobile coverage offered by a stock company such as the Belt Casualty with its nation-wide organization.

Some desirable territory is open to capable agents.

C. M. Nichols, President

BELT CASUALTY COMPANY

HOME OFFICE

4750 Sheridan Road

Chicago, Illinois

COMPENSATION

ADVOCATES CHANGES IN LAW

Commissioner Brown Recommends Revision of Massachusetts Compensation Statute to Clarify It

BOSTON, Jan. 8.—Commissioner Merton L. Brown of Massachusetts in his recommendations to the general court requests that the general laws be changed to make explicit that a domestic company only be required to deposit the value of its outstanding claims under its workmen's compensation policies with the state treasurer. As the law stands today it applies equally to foreign liability companies, although they are required by another law to file a bond with the commissioner which is not done by domestic companies.

The commissioner would also have the law clearly state that deposits of such companies held by the state treasurer shall be retained by the treasurer, even though demand be made for it by the receiver of the company in question. He also advocates that the law state clearly that claims arising after the deposit is made may be collected out of it, as well as claims prior to the deposit. A substantial penalty is recommended for failure to make such deposits and would amend the law to allow for judicial review of orders by the commissioner in workmen's compensation cases.

Doesn't Want Compensation

LINCOLN, NEB., Jan. 8.—Mrs. Frank W. Cropsey objects to having workmen's compensation payments forced upon her when she does not want them and has asked the district court to set aside a finding of the state compensation commissioner to the effect that when her husband, an aviator, met his death last September he was in the employ of the Arrow Aircraft & Motors Company of Lincoln. She says that the commissioner had no right to enter the order when she had not asked for it and that the evidence did not sustain his finding that his death arose out of his employment. The award was for \$15 a week for 350 weeks. Mrs. Cropsey has sued the corporation for \$50,000 damages, claiming that the plane sold her husband was defective. Cropsey was flying one of a dozen planes being used in a good will

Rules on "Special" Agents

COLUMBUS, O., Jan. 8.—Attorney General Bettman in an opinion handed down this week holds that special insurance agents who enter into a contract with a carrier to do special things required by the contract are not employees of the company within the meaning of the workmen's compensation law unless all the terms and conditions of the contract are such as to constitute a relationship of master and servant. If by terms of the agreement, the agent is

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—if you are the man who will appreciate the very best Accident and Health Agency contract available. Agents tell us that no Company excels the Bankers in service to Agents, and the treatment given their policyholders.

Our policies are as good as the best—better than most—and, in addition, we pay liberal commissions. If you are looking for an attractive proposition that offers bigger, better chances for success in the Accident and Health business, fill out and return the coupon now.

Bankers Indemnity Insurance Co.

Newark, N. J.

Surplus to Policyholders, \$3,000,000.

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31 Clinton Street, Newark, N. J.

Will you kindly send me full particulars regarding your Accident and Health Special Agency proposition for this locality.

I now represent.....
(CASUALTY CO., IF ANY)

Name.....

Address.....

City and State.....

DR. Huebner's "Property Insurance" is a basic volume presenting the facts and problems connected with those forms of insurance which indemnify owners against the loss of property. Single copy \$3. Order from The National Underwriter.

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All Lines but Stressing Excess Fire Reinsurance General Classifications

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T. J. FALVEY, President

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recognizing the value
of full cooperation by
the Home Office with
men in the field.

United States Fidelity and Guaranty Company

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AUTOMOBILE	PUBLIC	BURGLARY	ACCIDENT
LIABILITY	LIABILITY	THEFT	HEALTH
PROP. DAMAGE	TEAMS	PLATE GLASS	WORKMEN'S
COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION



authorized to carry out the requirements of the contract without being controlled by the company, the agent would be an independent contractor. The question cannot be decided simply upon the contract but all other circumstances must be taken into consideration, Mr. Bettman rules.

Road Workers Under Compensation

DES MOINES, Jan. 8.—Under the Bergman bill, effective Jan. 1, by which the secondary road system is transferred from the jurisdiction of township trustees to the county board of supervisors, all former township road employes automatically pass under the provisions of the workmen's compensation act. By virtue of a decision of the Iowa supreme court this privilege had been denied under the old law. The Bergman act will thus place probably 6,000 men under the direct operation of the workmen's compensation law.

Oklahoma Action Deferred

OKLAHOMA CITY, Jan. 8.—Further action by the state insurance board in any adjustment of compensation insurance rates will be deferred until a complete check of reports of the companies can be made. It is likely that this work will be begun soon and some final conclusion reached at an early date.

Circulate Missouri State Fund Petitions

Initiative petitions for an amendment to the Missouri workmen's compensation act to provide for exclusive state-fund insurance are now being circulated by the State Federation of Labor and affiliated labor organizations. The movement has been endorsed by the St. Louis "Post-Dispatch" and other influential newspapers of the state.

To submit the question to the voters, 5 percent of the total vote cast in two-thirds of the congressional districts of

the state in the last general election must be obtained. This total is about 60,000, and is said to be already in sight, according to labor chieftains.

Alroy S. Phillips, former chairman of Missouri workmen's compensation commission, drafted the proposed amendment. He is now general counsel for the Missouri State Federation of Labor.

Would Broaden New York Law

ALBANY, N. Y., Jan. 8.—Governor Roosevelt, in his annual message to the New York legislature, declared for these amendments to the workmen's compensation law:

"The inclusion within the coverage of the workmen's compensation law of all diseases arising from occupational tasks—in other words, making last year's law a real law.

"A raising of the limit for compensation to \$25 per week so as to include all types of disabilities. The present distinction between partial and total disabilities is arbitrary and without reason."

A bill introduced in the senate would amend the compensation law to provide that compensation shall be paid for all other occupational diseases not now enumerated.

Watch Florida Compensation Bill

With a desire to take time by the forelock, Florida manufacturers have begun to find out what sort of a compensation bill the next legislature is going to bring forth. In the last session the labor union forces brought out a bill that got the lumber people on the job in a vigorous way. They fought it into a corner and in the end furnished a lot of the steam that killed it. The agents were favorable to the bill until it added on a state fund feature, when they got over into the opposing class. The Associated Industries of the state are going to be ready for the fight if it comes.

ACCIDENT AND HEALTH FIELD

WILL MEET IN KANSAS CITY

Selected for First Convention of New Association of Accident & Health Managers' Clubs

Kansas City, Mo., has been selected as the seat of the first annual convention of the National Association of Accident & Health Managers' Clubs, which was organized in Detroit last October. That city was selected because of its central location, making it comparatively easy of access to both eastern clubs and those on the Pacific Coast, according to J. P. Collins, agency supervisor of the National Casualty of Detroit and president of the association.

Work for Large Attendance

The officers of the national association are leaving no stone unturned to secure a large attendance at the convention, which will be held some time in July. No delegates will be appointed by the affiliated clubs, but an effort will be made to secure as large an attendance from each club as is humanly possible due to the nature of the convention.

A large attendance is particularly desirable because of the important work to be accomplished at the meeting. A constitution and by-laws must be discussed and arrangements made for their preparation, the work of the association must be planned and officers elected. There are many national problems in the accident and health field that should be acted upon by the accident and health men of the country as a unit, according to Mr. Collins, and a program into which these problems will enter will have to be laid out at the Kansas City meeting. The national officers hope to have at least ten members each from as many as 25 clubs present at the gathering.

The Commercial Casualty's accident and health department has been added to the state offices at Oklahoma City of that company with G. W. Quinn as state manager.

"TRIBUNE" POLICY GOES UP

Federal Life Increases Premium on Travel Accident Form to \$1.25 Because of Heavy Losses

The Federal Life of Chicago and the Chicago "Tribune" announce increase of premium on the travel accident policy, issued through the newspaper for approximately five years, from \$1 to \$1.25. The explanation given is an increase of 63 percent in automobile accidents in the last three years, with a corresponding increase in payments to policyholders and beneficiaries. It is said that more than \$1,617,000 has been paid to policyholders and beneficiaries since this policy was placed on the market. The principal sum of \$7,500 is not changed, nor are any modifications made in specific benefits. In addition the annual 10 percent increase in specific benefits for a period of five years is continued. Large advertisements in the "Tribune" relate that it has cost this newspaper more than \$600,000 to issue and maintain these policies in force.

NEW POLICY FOR TOURISTS

General Accident Issues "Travel Interruption" Form, Covering Anywhere in the World

The General Accident announces a new travel interruption policy designed to meet the needs of travelers who meet with accident or illness while in a foreign country. It covers the assured from all conditions of travel by land, water or air and covers him in every part of the world. It is issued to "any person of either sex, between 16 and 70 years, who is in good health and of good character."

The policy is put out in a covered form, of exactly the same size as a passport book and contains the signature of the assured. In front of the policy are listed all the offices of the General Accident.

dent in all parts of the world. Where the General has no agency, the assured is told to get in touch with one of the offices of Toplis & Harding, adjusters, which are also listed. There are 64 countries listed in the book where assureds will find agencies of the company.

Frank B. Hall, Jr., of New York City, who originated the idea, has been appointed sole general agent for the new policy.

The policy is issued for a flat indemnity sum as against the stated weekly indemnity of the regular commercial policies. The limits can be placed at \$250, \$500 or \$1,000. The rates follow:

	\$250	\$500	\$1,000
For one month.....	\$ 7.50	\$13.75	\$25
For two months.....	12.50	18.75	30
For three months.....	15.00	21.25	35
For six months.....	20.00	27.50	50

KNOTT TO GIVE HEARING; NO MODIFICATION LIKELY

TALLAHASSEE, FLA., Jan. 8.—Replying to several protests against the enforcement of provisions provided for in a recent circular, with reference to industrial health and accident insurance policies, Commissioner W. V. Knott has advised those protesting he will give them a hearing at any time that may suit their convenience. However he holds out no suggestion that any of the new provisions of which complaint is being made will be changed.

In regard to the prohibition of "paid up" policy at the end of a ten-year period, Mr. Knott says that "our principal objection to this or a similar provision in a policy issued in this state is that as a practical proposition it is almost impossible for a policyholder to maintain a policy in continuous benefit and without delinquency throughout a period of 120 consecutive payments."

Objections have also been offered for the paragraph which reads:

"All provisions of this policy limiting or avoiding liability shall be construed strictly against the company, and liberally in favor of the insured. If there are any conflicting clauses in the policy, the one which affords the most protection to the insured shall control." Regarding it Mr. Knott says: "This clause is not intended to prevent the issuance of limited accident and health policies. The two principles of law incorporated in the paragraph already apply to every insurance contract issued in this state and the very language of the paragraph is taken from decisions of the supreme court of Florida."

Enters Group Accident Field

The Business Men's Assurance has started writing group accident and health insurance. Group life and salary investment insurance has been written in the past, but this is the first time it has issued group accident and health policies.

Will Prosecute Fake Agent

OMAHA, Jan. 8.—Charges of operating a confidence game will be filed against William J. B. Walsh, pseudo insurance agent, who is said to have used the name of the Mutual Benefit Health & Accident in writing fake policies. He was arrested in Denver several days ago.

Colorado authorities say they have evidence to show that Walsh has operated in Utah, Oklahoma, Kansas, Wyoming, North and South Dakota and other states. He is charged with operating an "insurance racket," securing thousands of applications, retaining initial premiums and never making the policies effective.

"Blind Pig" Patron Not Excluded

DETROIT, Jan. 8.—Judge Brennan in circuit court here holds that an accident policy is not voided by the mere entrance of an insured into an establishment where liquor is illegally sold.

The Title Guaranty & Casualty of Detroit, contending that frequenting a so-called "blind pig" could be considered "voluntary exposure to unnecessary dangers" on the part of an insured and so would come under an exception of the policy, contested a suit brought by Lulu Anders, widow of Bert H. Anders, who

was killed during the holdup of a Detroit lunchroom said to have been a "blind pig." Judge Brennan's opinion places blind pigs in as respectable a category as banks or gasoline filling stations from the standpoint of insurance, as he holds that the illegal nature of the business transacted by such liquor vending establishments does not make them extra-hazardous to their ordinary patrons.

Offers New "Non-Can" Policy

The Northwestern Life & Accident of Seattle is offering a new noncancellable accident and disability policy for business and professional men with optional increased benefits.

The policy has from \$1,666 to \$5,000 principal sum, with double indemnity for travel and \$100 monthly for total accident disability. Indemnity of \$100 monthly is paid for total disability resulting from sickness up to 12 months.

Premiums range from \$47.50 to \$36.63 respectively for health coverage beginning with the 16th day to \$62.50 and \$46.88 for first day coverage. In event the coupon reduction is waived for any 12 months period following renewal date of policy, the insured has the option of increasing hospital or nurses' fees from 1½ times to double the monthly indemnity; of increasing the principal sum 20 percent or increasing the time limit for sickness indemnity from one year to 24 months. Payment of one-fourth of specified rate is to continue as long as insured lives and suffers continuous disability.

Consider Conference Meeting Place

The special committee which was authorized to fix the time and place of the annual meeting of the Health & Accident Underwriters Conference is now reviewing the desirable meeting places in the central west and expects to have a meeting in the near future at which the location will be definitely determined. Mackinac Island and Wawasee Lake, Ind., are among the places under consideration.

Woman Manager in Boston

BOSTON, Jan. 8.—Miss Kathleen M. Donovan, who has been with the Columbian National Life in Boston for 15 years, the last eight years as cashier of the Robert L. Brown general agency, has been appointed manager of the accident and health department of the Brown agency.

Miss Donovan is probably the first woman to be appointed manager of such a department in the city of Boston. She will continue as cashier of the agency while acting as manager of the department.

The Brown agency now has the second largest accident and health business of any in the Columbian National organization.

Has New Accident Policy

The Business Men's Assurance, which has put most of the emphasis in its accident and health department heretofore on combination policies, is putting out a new accident-only policy to be known as the "premier" accident policy. For \$25 annual premium, this policy will provide \$7,500 principal sum or \$125 monthly indemnity. It will be issued to class A, B and C risks.

Alabama Mutual Starts

The Alabama insurance department has licensed the Medical Life & Accident to do a general health, accident and life business on the mutual aid plan. Paid in capital is \$5,000. Officers are: President, Dr. S. D. Suggs; vice-president, R. E. Seibels, and secretary and treasurer, Paul Fuller. Headquarters are in Montgomery where offices will be opened this week in the Shepherd building.

J. P. Reilly, superintendent of the Springfield, Ill., district of the American Bankers, has been made manager.

A branch office of the Hardware Mutual Casualty and the Federal Hardware & Implement Mutuals has been opened in the First Central building, Madison, Wis., with J. L. Siber as manager. The same companies have also opened a branch office in the Insurance building at Appleton, Wis. B. V. Nelson is manager.

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WITH BURGLARY UNDERWRITERS

WATCH CHICAGO SITUATION

Reduction in Police Force Man Power
May Intensify Crime in the
Big City

With the reduction of the Chicago police force, burglary insurance men are apprehensive as to whether the record that was achieved last year in reducing burglaries can be kept up. Chicago has always been a hot spot from a burglary insurance standpoint. Under the present administration of the police department, very excellent work has been done. The companies have become conservative on mercantile open stocks. In the larger cities which use central alarm systems, most assuredly are having their places connected with it. In the larger cities there is not much difficulty in securing safeguards. As one reaches down the line into the medium sized and smaller cities there is no extra protection outside of a good lock.

Companies have gone after burglary business because they feel that it is an excellent line to cultivate. Where an agent masters that line and can sell it intelligently he soon builds up an excellent account. Therefore, companies find that their burglary production depends entirely on the activity and intelligence of the agent. If he makes up his mind to sell burglary insurance and knows the line thoroughly, his premium receipts will increase. Some companies, therefore, find in some localities they have a

most excellent burglary premium showing while in larger places with a much larger business in other lines their burglary premiums may be small.

There is not much personal holdup insurance sold. Companies fear to a great extent the moral hazard in this respect. They have been caught on a number of losses and while they could not prove they were imposed upon, they were morally certain they were.

Hearing on "Service League"

LANSING, MICH., Jan. 8.—Department officials participated last week in trial of Patricia Richmond, manager of a Detroit organization known as the Commonwealth Service League, on a charge of selling insurance without a license. After considerable prosecution testimony had been taken and insufficient evidence was produced, the case was adjourned for two weeks by Judge Christopher Steln. Among witnesses for the state were five merchants who said they were solicited to buy a combined "service" supposed to include legal advice, detective protection, collections, and a \$500 burglary policy.

Position Wanted

By man thoroughly experienced in surety bonds and burglary insurance. Four years' experience as department manager. Desires connection with branch office or general agency. Address O-44, The National Underwriter.

Surety Branch Manager

Surety position wanted as branch manager for Michigan. Thoroughly experienced in producing and underwriting. Similarly employed at present and enjoys a good agency following. Address O-46, The National Underwriter.

Branch Office Manager Position Desired

Man with 22 years' insurance experience, with a thorough knowledge of casualty and surety lines both in home office and field desires connection as branch office manager. Prefers to locate in Middle West where he has a wide insurance acquaintance. Now employed but desires change to permanent location. Married, references. Available after two weeks' notice. Address O-45, The National Underwriter.

Wanted—Special Agent

Conference stock company writing all casualty lines desires a special agent for S. E. Wisconsin. Prefers one who is familiar with conditions in this territory. Address all pertinent information to O-47, care The National Underwriter.

WANTED

Finance Company wants capable man who controls a line of business to manage insurance department. Or will consider merging with a good agency. Address O-48, The National Underwriter.

WANTED

By Chicago Office large Eastern Casualty Company, thoroughly experienced, combination Burglary and Accident and Health Adjuster. Address O-43, The National Underwriter.

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Allow Option on Bus Coverage

LINCOLN, NEB., Jan. 8.—Liability insurance company agents lost out in their attempt to secure from the state railway commission a ruling that only insurance policies could be accepted by it from operators of intertown buses. They filed a brief urging that interpretation of the statute, but the attorney general having advised the commission that the statute gave it no choice, it has amended its original order, permitting bonds to be filed. The commission says that the liability insurance policy is more desirable, but that the matter of what policy shall govern this form of regulation is one that the legislature has determined and its decision must be followed.

The railroad companies, which operate most of the buses within the state, will substitute surety bonds in the near future. The smaller operators will continue to supply liability policies.

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Toronto, Canada

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Assets\$38,570,144

Liabilities 18,524,501

Capital 4,000,000

Net Surplus 16,045,643

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NORTH RIVER

Insurance Company

of New York

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Assets\$25,722,401

Liabilities 11,924,198

Capital 2,000,000

Net Surplus 11,848,203

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Incorporated 1903

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Insurance Company

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Incorporated 1868

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Insurance Company

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Incorporated 1866

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